

SOUTHERN TEXTILE BULLETIN

VOLUME XIX.

CHARLOTTE, N. C., THURSDAY, MAY 6, 1920

NO. 10

"MONARCH" Leather Belting

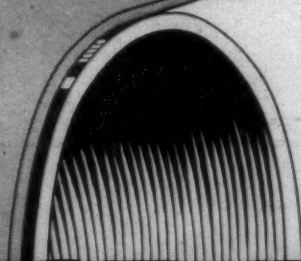


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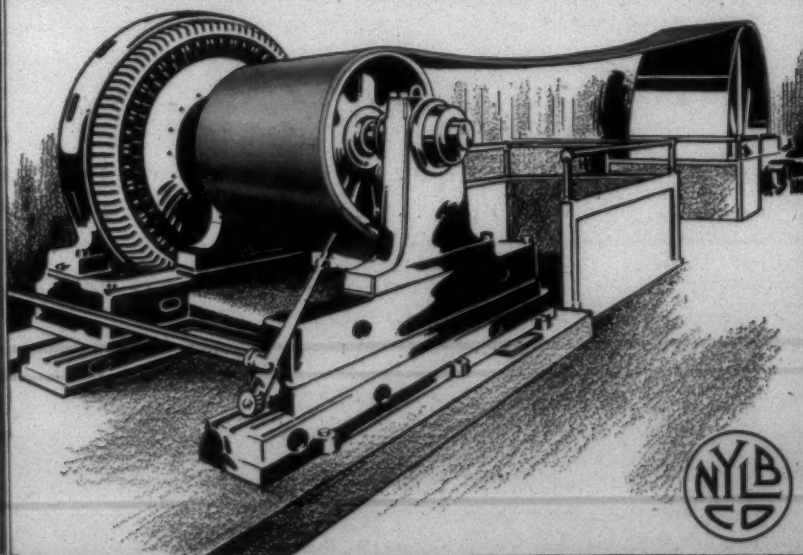
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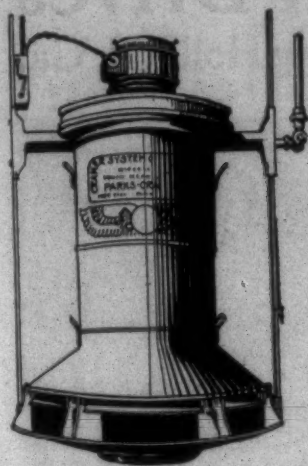
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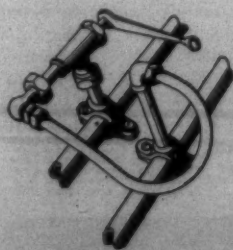


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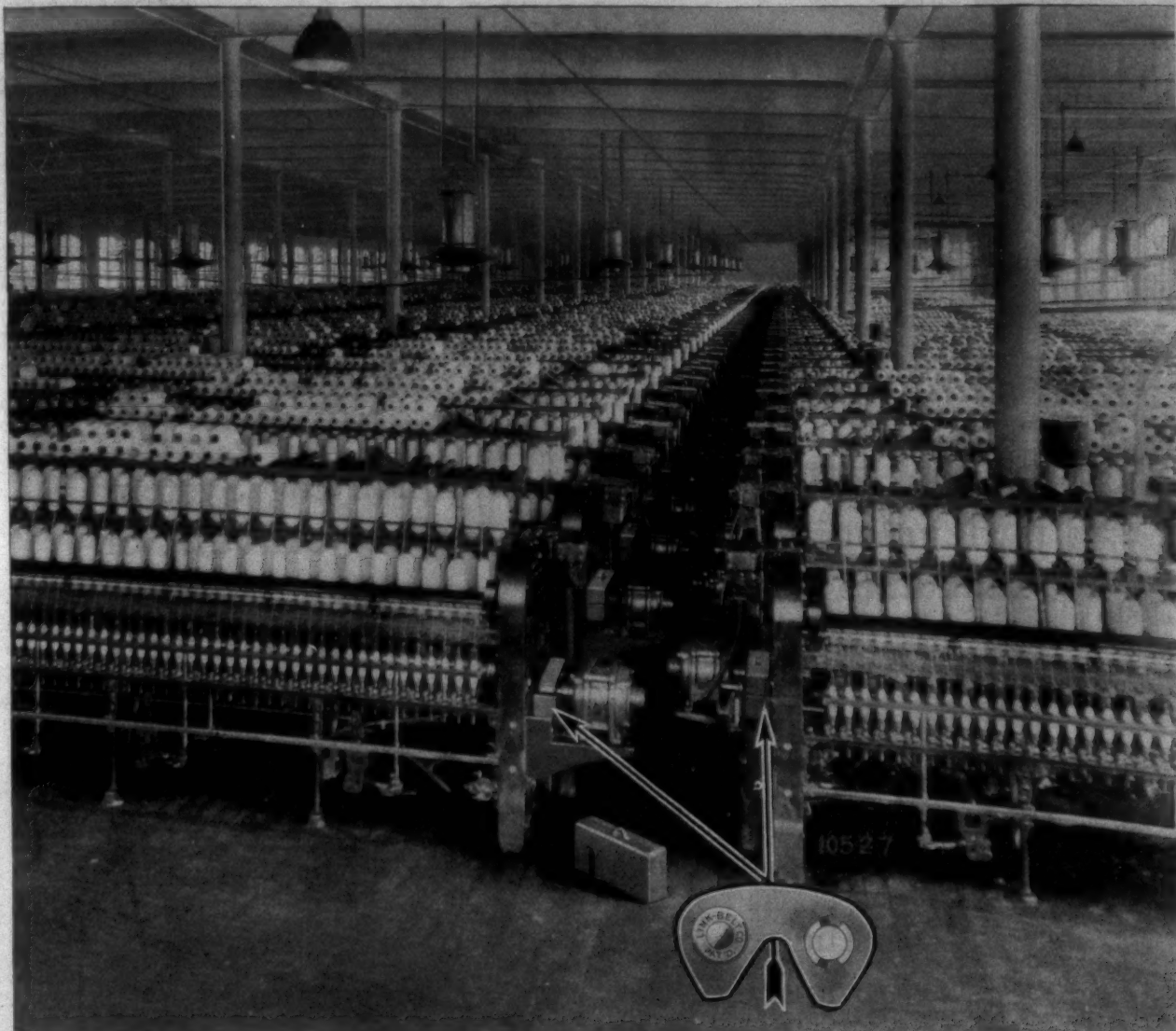
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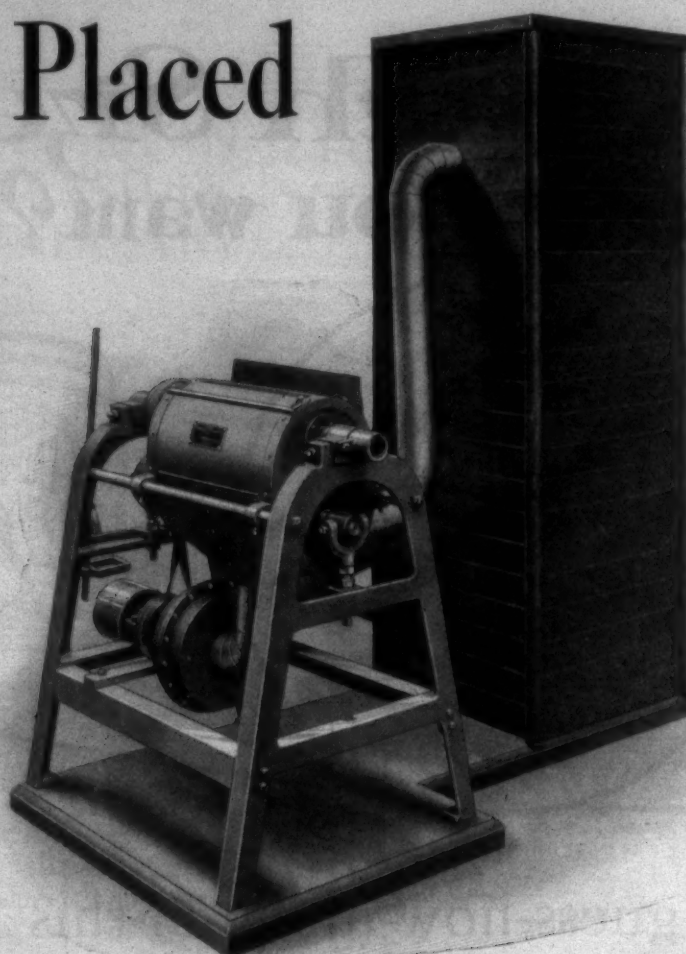
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Monarch Cotton Mills, Union, S. C.....	2 machines
Eagle & Phenix Mills, Columbia, S. C.....	4 machines
Arcadia Mills, Spartanburg, S. C.....	1 machine
Chiquola Mfg. Co., Honea Path, S. C.....	1 machine
Orr Cotton Mills, Anderson, S. C.....	1 machine

Victor-Monaghan Mills:

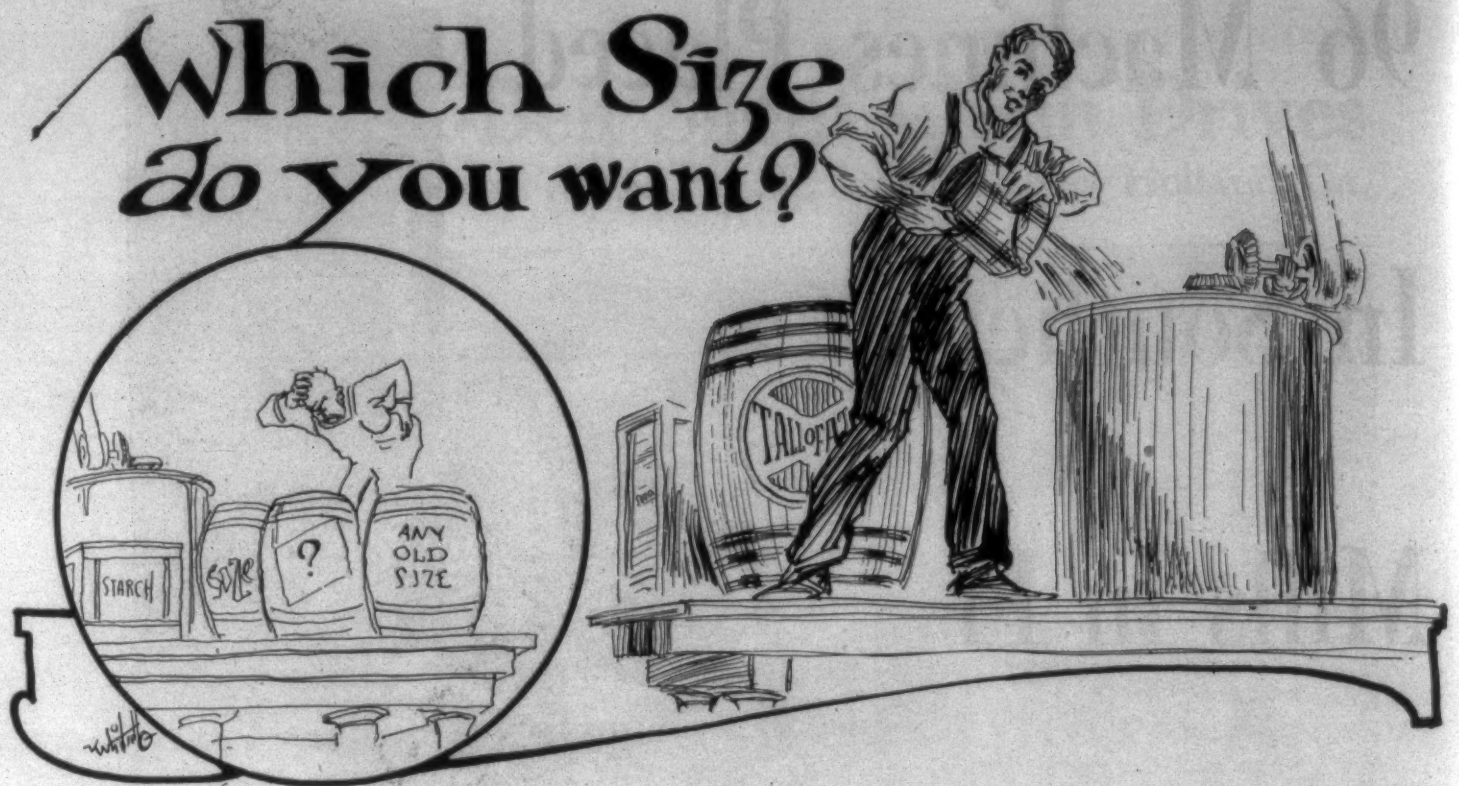
Greer Plant, Greer, S. C.....	1 machine
Victor Plant, Greer, S. C.....	2 machines
Ottaray Plant, Union, S. C.....	1 machine
Jonesville Plant, Jonesville, S. C.....	1 machine
Apalache Plant, Greer, S. C.....	1 machine
Seneca Plant, Seneca, S. C.....	1 machine
Monaghan Plant, Greenville, S. C.....	2 machines
Walhalla Plant, Walhalla, S. C.....	1 machine

Coosa Manufacturing Co., Piedmont, Ala...	2 machines
Inman Mills, Inman, S. C.....	1 machine
Griffin Mfg. Co., Griffin, Ga.....	1 machine
Lanett Cotton Mills, West Point, Ga.....	2 machines
Hartsville Cotton Mills, Hartsville, S. C...	1 machine
Greenwood Cotton Mills, Greenwood, S. C.	2 machines
Pacific Mills, Columbia, S. C.....	1 machine
Grendel Mills No. 2, Greenwood, S. C.....	1 machine
Lane Cotton Mills, New Orleans, La.....	1 machine
Belton Mills, Belton, S. C.....	3 machines
Marion Manufacturing Co., Marion, S. C...	1 machine
Dallas Manufacturing Co., Huntsville, Ala.	1 machine
South Texas Cotton Mills, Brenham, Texas	1 machine
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Saxon Mills, Spartanburg, S. C.....	1 machine
Louisville Cotton Mills, Louisville, Ky....	1 machine
Springstein Mills, Chester, S. C.....	1 machine
Itasca Cotton Mills Co., Itasca, Texas....	1 machine
Rosemary Mfg. Co., Roanoke Rapids, N. C.	1 machine

Mills Mill, Greenville, S. C.....	1 machine
Brandon Mills, Greenville, S. C.....	1 machine
Woodside Mills, Greenville, S. C.....	1 machine
Dunear Mills, Greenville, S. C.....	1 machine
Lockhart Mills, Lockhart, S. C.....	2 machines
Henrietta Mills, Caroleen, N. C.....	1 machine
Easley Cotton Mills, Easley, S. C.....	2 machines
Dixie Cotton Mills, LaGrange, Ga.....	1 machine
Thatcher Spinning Co., Chattanooga, Tenn	1 machine
Dillon Mills, Dillon, S. C.....	1 machine
Brookford Mills, Brookford, N. C.....	1 machine
Aragon Cotton Mills, Aragon, Ga.....	1 machine
Tucapau Mills, Tucapau, S. C.....	2 machines
Chadwick-Hoskins Co., Charlotte, N. C....	1 machine
Darlington Mfg. Co., Darlington, S. C.....	1 machine
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Edna Cotton Mills, Reidsville, N. C.....	1 machine
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The Borden Mfg. Co., Goldsboro, N. C....	2 machines
Unty Spinning Mills, LaGrange, Georgia	1 machine
Lancaster Sotton Mills, Lancaster, S. C.....	2 machines
Wamsutta Mills, New Bedford, Mass.....	1 machine
Warren Mfg. Co., Warrenville, S. C.....	1 machine
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Meritas Mills, Columbus, Ga.....	1 machine
Mobile Cotton Mills, Mobile, Ala.....	1 machine
McComb Cotton Mills, McComb, Miss.....	1 machine
Selmo Cotton Mills, Silma, N. C.....	1 machine
The Grendel Mills No. 1, Greenwood, S. C.	1 machine
Knoxville Cotton Mills, Knoxville, Tenn...	1 machine
Blue Buckle Cotton Mills, Rock Hills, S. C.	1 machine
Arcade Cotton Mills, Rock Hill, S. C.....	1 machine
Pacific Mills, Columbia, S. C.....	5 machines

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The guess-how-much-of-this and guess-how-much-of-that, which tears up your work, or the Ready Prepared size which is made by a Specialist; each ingredient accurately weighed, checked and re-checked so that each batch of size will be exactly the same, and your work—UNIFORM.

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Cheerful
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SOUTHERN TEXTILE BULLETIN

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VOL. XIX.

CHARLOTTE, N. C., THURSDAY, MAY 6, 1920

NO. 10

Spinner and Grower Co-operation

(By H. M. Cottrell, Little Rock, Ark., before National Cotton Manufacturers Association.)

Over three million cotton producing plants called farms, working independently and disconnectedly, are producing annually over two billion dollars' worth of raw material that you manufacture. The cotton growers are producing this enormous value of raw material without any information from you manufacturers as to what grades and staples and what quantities of each you need to handle the crop to the best advantage both for yourselves and for them. They have no conception, because you have never furnished them the information, of why you do not want the extremely short staple that they find so easy to produce, or of the enormous waste in spinning cotton of various lengths mixed together. They do not know the defects found in spinning poorly grown or immature cotton or the difficulties and losses in dyeing and printing stained, discolored and damaged cotton.

Conservative estimates of the gains that could be made annually by the cotton growers in Arkansas are as follows:

From planting better varieties	\$25,000,000.00
From securing 100% stand	15,000,000.00
From a moderate increase in fertilizers ..	30,000,000.00
From prevention of avoidable disease ...	8,600,000.00
From cultivating longer	5,000,000.00
From earlier picking...	8,250,000.00
From proper storage and care	2,500,000.00
	\$94,350,000.00

Multiply these various items by 10 to 13, as the gains that can be made vary in different lines in different States, and you have a total increase in value of cotton to the growers of the United States of more than one billion dollars a year and a better quality of product for the spinners. Strong, friendly, helpful work by The National Association of Cotton Manufacturers in co-operation with the bankers and merchants who finance the growers, conducted in every school district where cotton is grown, in a few years add this increase.

The manufacturers should make a survey of the cotton producing area

of the United States and in co-operation with local specialists determine the staples and grades most profitable for each locality to raise. They should obtain and distribute the information as to the best varieties and strains to plant to secure best results in each district. They should stimulate the growing of seed of high yielding strains of the varieties recommended. This work can be conducted in such a way as to add one-half to the present returns of the cotton growers and will add to the profits of the manufacturers because it will give them the kinds of cotton they need. Good seed increases the yield, adds length to the fibre and gives full stands. The cotton manufacturers should join with the Southern Soil Improvement Committee in inducing cotton growers to use the quantity and kind of fertilizer that will increase the yield, length of staple and quality of fibre and the profits to the farmers. A few cotton districts are doing this, but only a few find the average net profits in raising cotton can be increased at least ten dollars an acre by the intelligent use of commercial fertilizer. Commercial fertilizer is specially valuable in increasing the length of the fibre, its strength and smoothness.

Avoidable diseases and insects are increasing steadily year by year in the cotton field and the cotton manufacturers should pread information of how to profitably combat them.

Later cultivation will lengthen the staple and improve the quality of the fiber to such an extent as to make it worth two cents a pound more, half of which gain is profit.

Last fall the Arkansas Profitable Farming Bureau of the Little Rock Board of Commerce conducted a vigorous campaign to secure early picking of cotton, that a much larger proportion of the cotton of the State might be marketed white instead of gray or stained. The success of this movement was so much greater than was anticipated that the men back of it are convinced that it will pay the National Association to do similar work throughout the cotton growing territory.

The ginners need strong admonitions to stop the losses from gin cutting, ginning damp cotton and careless baling. One of the greatest losses in cotton growing is the mixing of planting seed by the gin. This

forces the growers to plant seed that produces a mixture of different lengths of fibre and plants that do not mature at the same time. As the gins are now built, it is impracticable to avoid the seed mixing. The cotton manufacturer can take up the matter with gin manufacturers and exert such pressure as will secure the change in gins that will easily permit the keeping of seed unmixed at the gin until the seed is wanted for planting.

The damage to cotton while in the hands of the railroads amounts to millions of dollars annually, every dollar's loss unnecessary. The manufacturers appreciate the losses and depreciation in quality and use of cotton from weathering, gray, yellow and blue staining and deterioration in fibre from exposure to rains, mud and dampness. Most of these losses could be easily and cheaply avoided. They occur through the ignorance and shiftlessness of growers and handlers. The manufacturers, as an outside force, could come to the cotton districts through a strong organization and with the co-operation of the bankers, business men and progressive growers, create a sentiment that would stop these unnecessary losses.

The solution of these problems is the making of such profits by the average cotton grower that will enable him to give his wife and children the home, clothing, conditions of living and associations that will satisfy them. The acreage in cotton, so far as raising the crop is concerned, could easily, with the labor yet available, be doubled by the use of large modern farm implements. For the past five years enormous quantities of cotton have stood in the field until so badly weather damaged that it brought less than the cost of production because there were not enough pickers to gather it at the proper time. Why raise more cotton than can be picked in a condition that will make it bring a profitable price? In the future the quantity that can be picked while in good condition will be a most important factor in determining the acreage planted.

The most practical plan yet proposed is to limit the acreage in cotton to the amount that can be picked at the proper time; to practise such a rotation of crops, selection of seed, use of fertilizers and tillage as will more than double the pres-

ent yield per acre; use large modern implements; employ the labor power and equipment to raise other cash crops and feed crops when not needed in the cotton fields; put the idle land into good pastures and make the income from live stock equal to that from the crops. These methods will make a large increase in the total production of cotton, improve the quality of the fibre and give cotton growers such an income as an American citizen should have.

The leaders in the South in farming, banking and business will bring these changes too slowly, because they have little knowledge of other conditions. The cotton manufacturers, just as vitally affected by these difficulties, can bring a new and forceful viewpoint and valuable plans, but are absolutely lacking in experience in handling local conditions and labor. The Southern leaders and the cotton manufacturers can and should get together, and when they do, can mutually solve the many problems in cotton growing.

Every succeeding year the cotton manufacturers create finer, more delicate and more beautiful fabrics. These call for longer, stronger, more uniform, cleaner, more lustrous, whiter, smoother, fully matured cotton fibre. The spinners and most intelligent cotton growers can work together with the result of producing more of the finer raw and manufactured material, and steadily increase the demand and add materially to the profits of both producer and manufacturer.

The closer the manufacturing and the sales departments of a manufacturing plant work, the more profitable the business. This is self-evident. It should be just as obvious that the more intimate the relation between the producer and the manufacturer, the larger will be the profits of both. When cotton growers because of lack of information on what the market needs, they will be active in co-operating with the growers to secure greater profits and less misdirected energy of both growers and spinners.

The cotton manufacturer can increase the production of cotton, secure a marked improvement in the quality and increase, first; the profits of the growers, and then of themselves if they are sincere, energetic and persistent, have competent men

(Continued on Page 33.)



Figure this out for yourself. What would be the cost of a half day's shutdown of your plant? A pretty big sum it would be—wouldn't it? Now, suppose that shutdown were due to a failure of the belt on your main drive. It's a pretty big item to charge up against one belt, isn't it? Probably a few dollars more paid for a better belt, in the first place, would have saved you that shutdown. Moral—better belts are worth many times more than the price paid for them. Ladew Leather Belts are "better" belts. Thousands of hard-headed belt users say they are the "best" belts.

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A.P. 48

The Need for Original Designs in American Textiles.

(By Jessie F. Turner of New York, before the National Association of Cotton Manufacturers.)

I have accepted Mr. Wilson's invitation to speak on the subject of design, purely from the desire to urge the directors of the cotton industry to more seriously concern themselves with the esthetic development of cotton fabrics. I am speaking solely from the viewpoint of my commercial experience rather than as an authority on design.

My experience has covered the past ten years in studying the needs of the most exacting clientele of New York City, and the past two years, that of the best shops in the country for wearing apparel. For that special work I have made repeated visits to the markets of Japan, China, the Philippines, India, Russia and most of Europe.

It is my belief that the cotton industry of our country has still untouched an enormous field of opportunity. Its great achievements of place and distinction makes it seem fitting that it should now reach out for the higher developments—to meet the esthetic needs. In fact, I am of the opinion that to maintain its present strong position, it must create something distinctively its own. By that I do not mean that it should, or could, make designs wholly foreign to anything done before—for that, of course, is impossible—but it can create a national distinction. Surely, the life of our people, our manner of living, and the American tradition has a message of its own.

The Japanese, for example, borrowed from all races and nations, but never departed from their own national spirit. Everything they touched had a distinct Japanese feeling.

One of the most serious drawbacks to our American industry has been the copying of European designs; for copies make no appeal to the public other than cheapness. The demand is here for productions or, originally, and unquestionably, the standard of taste is for better goods. It is so in laces, watches, motor cars, wines and many other industries. Does that not show us that with good taste, vision and courage of conviction a still untouched field may be developed.

Our magazines and retail shops are keeping closely in touch with the markets of the world and are thereby keeping the public well informed, and incidentally, developing the public taste to an international standard. This makes it necessary for our own industries to make exceptional strides in order to satisfy a public whose knowledge is rapidly broadening.

The cotton industry has tremendous possibilities, and its use could be dignified to far greater extent. Because it is cheap does not prevent its being beautiful, and the fact that it is well within the reach of all is the strongest reason for making it so. At this time of high costs, makers of costumes are constantly in search of decorated fabrics to substitute for expensive silk. In my own establishment, I have repeated-

ly reached out for cotton, as a matter of choice rather than economy, but have never found in this country designs of sufficient interest for my use.

In India and Java they use cottons for dress and decoration that far surpass any silk ever produced. They have a softness of texture in cotton that produces color undeniably more esthetic than anything possible with silk.

As to the acceptance of fine decorated cottons of distinction for costumes, I have had positive proof. Last year I bought from the house of Martine in Paris, which is owned and directed by M. Poirer, who is a leading authority in modern style. They are very daring and extreme both in designs and color; added to that was an excessively high cost so that with the additional duty charge, they were quite as expensive as the finest silks. They were made up into house gowns for a prominent Fifth Avenue specialty shop, and in less than two weeks every garment had been sold. I might say with accuracy, that they were greedily seized by the patrons, whose general remarks were praise for their distinction.

I feel certain that the development of this phase of the cotton industry would result in enormous value to the manufacturers.

The silk industry is an excellent example of what can be accomplished. In less than five years they have created a character of design sufficient to insure a domestic market of highest kind, and to gain a more than favorable recognition and acceptance from foreign markets. Prior to the war it was believed that only France could produce art fabrics for costumes. Certain it is that in view of such accomplishments, with its greater competition in designs, the cotton industry should be able to achieve more by reason of its lower cost. Publicity gained through distinction of design is very rapid and indeed profitable.

In my own establishment, where we make fine garments for indoor wear and sell to the best shops in the country, we make the workroom a combination sewing room and school. Every young woman in the establishment is encouraged to learn better design; to express her own ideas, and to give her criticism of ours. Every month she is given time from the business—with full salary paid—to visit the museums. She is encouraged to study the history of costume and the documents of all countries. She is then invited to bring in ideas to be applied to our needs. If they are bad, we tell her why; if they are applicable to our needs, we explain the reasons for their use. We then pay her for every idea that we use.

The results accomplished with this spirit and system of training have been amazing. I feel no timidity nor doubt about the development of designers. With our great museums and their storehouses of the world's creation, and the wide information of the arts and crafts of the world, that is given publicity in our periodicals, combined with the general intelligence and aptitude of our people, designers can and have been made to equal, if not surpass, those of Europe.

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Extra rings and holders

Quills, bobbins and spools

All of this machinery is being replaced, not on account of the condition it is in, but to make room for machinery to make denims.

For a Bargain
Communicate With
Blue Buckle Overall Co.
Rock Hill, S. C.

Publicity as an Aid to Cotton Industry

(By A. A. Talmage, before National Cotton Manufacturers Association.)

There never was a time in the history of the world when the old adage, "The Pen is Mightier than the Sword," was more true than it is today. Telegraph, telephone and cable lines, combined with high speed printing presses and a world-wide system of mails have all combined to make the written word probably the mightiest weapon that there is on earth today.

Never before in the history of this country was the public mind influenced to so great an extent by what it reads as is the case today. Newspapers, magazines, books, pamphlets, bill boards—yes, and moving pictures—these are the sources from which the public draws most of its information, and the impressions it gets from these sources are the premises on which it forms its opinions and sympathies. Furthermore, the average citizen has information and opinions and sympathies today on a much wider range of matters than in former times. He reads about and takes an intelligent interest in many matters about which he formerly knew nothing or at least knew not enough to form definite opinions. And sooner or later the opinion of the public at large makes itself felt and usually wins its point.

Those who look conditions in the face today realize that big industries

cannot escape publicity of some kind, because the modern man is interested not only in what he is doing himself but in what others about him are doing, not only in his own town or state but throughout the country. Corporate industry has suffered much, as you all know, because of attacks designed to undermine its reputation with the public. The weapon of publicity has been used against it time and again.

My purpose in coming here today is to call your attention to the fact that (this same weapon can be used with as great or greater effectiveness in defense of the industries. It not only could but should be in the interests of truth and the welfare of both the industries themselves and of the country as a whole.

It is time that the public understood that the purpose of the big industries is not to oppress their employes, but to afford them a means of livelihood surrounded by conditions as healthful and as pleasant as the nature of the business permits. It is time the everyday citizen understood that the mills are trying not to keep their workers down, but to help them to rise.

People ought to be shown that the large scale production that comes with big business and big industries makes it possible to manufacture at lower costs, makes available more products for public use, adds much to the sum total of human happiness and tends greatly to reduce the cost

of living, or at least to make possible better living at no greater cost.

Industry has progressed in civilization fully as rapidly as has the public at large. Conditions which prevailed ten years ago would not be tolerated any more by the industrial manager today than they would be by his employes.

But the public as a rule does not know this. It has been having the disadvantageous side of the mill business drummed into its ears for ten years and pictures mill conditions as they were ten or twenty years ago. It pictures the industrial workers toiling in poorly lighted, poorly ventilated depressing surroundings and pities them because of the low wages they get for it and the unhealthy life they have to lead.

Why not let them know that these conditions have gone never to return? Why not advertise the fact that the interior of the modern cotton mill, for example, is as light and airy and pleasant as their own kitchen, or sitting room, and many times much more so? Why should they not be told the ventilation is better than that of most homes, that the floors are clean, that the workers are surrounded by every convenience for their comfort, that they have rest rooms and recreational rooms, and special attendants to look after their health? Why should not the public know the facts as they are, and realize that the mill workers today have as much opportunity

for enjoyment and lead as happy and wholesome a life as those who work in offices or counting rooms or banks, and in very very many cases get fatter pay envelopes at the end of the week than the bank or office employees?

You all know that the mill workers never had so much reason to be content as they have today, and the fact that they are if anything more than ever discontented has turned many an industrial manager into a pessimist. The unrest among the workers today is due very largely to the distorted attacks that have been made upon industry, first for political purposes, but more recently by the radically inclined. Most of these attacks have been based on conditions which have long ceased to exist, or if they do exist, are to be found only in very widely isolated cases, but the agitation has been continued long after its cause was corrected, and it has fostered the belief in the minds of the workers that they are still victims of abuse, or injustice. The public also has this idea, and all because industry has not taken means to properly publish the true conditions that exist.

The mill worker of today is no more an object of public pity than is the office worker or school teacher. His incomes makes him fully as capable for maintaining his self-respect as the bank clerk. He is en-

(Continued on Page 33.)

Financing the Textile Industry

AN adequate and steady flow of banking capital is a vital necessity for mill owners, selling agents, and other interests in the Textile Industry.

Through a factoring arrangement with this Company, such interests are enabled to finance their current operations; but, in addition to the usual facilities supplied by factors, the Company is also empowered to finance raw material requirements, and to provide for such growth as the rising volume of business demands.

We shall have pleasure in discussing with manufacturers, selling agents, and others any concrete problems which have to do with the financing of their business.

TEXTILE BANKING COMPANY

(INCORPORATED)

50 Union Square NEW YORK

Capital \$2,000,000

(4th Avenue and 17th Street)

Surplus 500,000

Inaugurated by GUARANTY TRUST COMPANY OF NEW YORK
and LIBERTY NATIONAL BANK OF NEW YORK

Buying Cotton Net Weight

By J. R. MacColl, Providence, R. I., before National Cotton Manufacturers Association.

Buying cotton net weight has been discussed by growers and spinners for more than a decade. There should at the outset be a clear understanding as to what is meant by the phrase, "Net Weight." "Gross Weight" is the weight after the actual tare is deducted.

All other textile materials are bought on a net weight basis. No one would think of buying silk, wool or linen and paying the same price for the covering as is paid for the material itself. Cotton grown in other parts of the world is also bought on a net weight basis. This includes Egyptian, Peruvian and Indian cotton.

When cotton was worth five to ten cents per pound—as we have seen in bygone years—there was less incongruity in paying the same price for both cotton and tare, but with cotton now worth from 40 cents to \$1.00 per pound, the uneconomic character of the system becomes more striking.

The argument for buying net weight, however, is not based entirely on the above considerations, but on the fact that the present system of buying gross weight by American spinners, and on a fixed six per cent tare basis by foreign spinners, stands in the way of an improved American bale and is also an injustice to the cotton growers. Just so long as foreign spinners use the six per cent contract and think they are buying cotton net weight because six per cent is deducted for tare, the middleman who sells them will put six per cent tare—or 30 pounds of bagging and ties per bale—on the cotton and add six per cent to the price of the cotton, that may afterwards be taken off.

As regards New England, so long as spinners buy on a 24-pound tare basis, that amount of tare will be used on the cotton, and there will be little inducement to make a radical improvement in the American bale and make it more like bales from Egypt and other countries.

The injustice to cotton growers is also apparent. In the Southern states, when cotton is bought from the grower, the buyer figures as if the bale had six per cent tare; while it actually at the gin compress has only about 20 pounds of tare per bale, or four per cent tare. Arizona cotton is bought from the grower on a net weight basis, but is later sold to the spinner on a gross weight basis. The growers see clearly that they are being unfairly treated by this system, as well as by the loss of cotton for sampling and otherwise in transit.

The growers are consistently on record as in favor of net weight buying, and cannot understand the

dilatory attitude of spinners in adopting the system on a wide scale.

The merchants or shippers are not opposed to the system and are ready to quote cotton on a net weight basis if the spinners want to buy in that way. Leading members of the New York Cotton Exchange have recently put themselves on record with the National Council of American Cotton Manufacturers as in no way opposed to net weight buying.

When the Lancashire Cotton Investigation Commission visited this country in 1906, they made a thorough investigation of cotton conditions in the South. The members of the commission realized for the first time that English spinners had been actually paying the price of cotton for 30 pounds of tare per bale, or six per cent. They found at the compresses that cotton going to England was invariably loaded up with 30 pounds of tare, while cotton for New England had only 22 pounds of tare, which was the general standard at that time. They also found that the price of cotton was divided by 94 in order to get at the price for England as compared with the price for New England. In other words, under the C. I. F. and 6 per cent contract, they were not buying cotton on net weight, but were practically compelling the southern spinners to put extra patches on the bales to bring the weight of tare up to 30 pounds, and they were paying the price of cotton for the thirty pounds of tare.

At the Washington Conference of Growers and Spinners, held in 1906, in which the Investigation Commission participated, it was unanimously voted—"That all cotton should be bought and sold net weight."

In the report of the Investigation Commission, it is stated: "If the bales are meant for home consumption, they have little bagging upon them; if they are coming to England they have much. The explanation given of this different treatment is that American spinners are charged for the bagging, whilst the rules of the Liverpool Cotton Exchange demand an allowance of six per cent for tare, and good care is taken to put on that amount."

At the Third International Cotton Congress, held at Bremen in June, 1906, Mr. H. W. Macalister, chairman of the Investigation Commission, said: "The evident intention of the recommendation to buy and sell cotton upon net weights is to do away with the temptation to overload the bale with tare (i. e., to sell canvas and bands at the price of cotton)."

At the Atlanta International Conference of Cotton Growers and Spinners in 1907, the following recommendation of the Committee on Buying and Selling Cotton was adopted: "Buying at Net Weight: Under

the first sub-division, 'Equitable Tare,' we beg to advise that in order to secure an equitable tare on cotton we encourage buying by net weight, and recommend that the National Executive Committee of the Farmers' Educational and Co-operative Union, the Southern Cotton Association and other farmers' organizations incorporate a system which will place on each bale of cotton the weight of the bagging and ties."

Following the Atlanta Conference, the International Federation of Master Cotton Spinners' and Manufacturers' Associations of Europe appoint a Cotton Contract Commission to arrange a net weight contract with the Liverpool Cotton Association. In reporting to the Paris International Cotton Congress, held in 1908, Mr. H. W. Macalister, chairman of the committee, and also of the Investigation Commission above referred to, said: "At the Vienna Congress, we suggested in the first place that we should buy cotton gross weight with a stipulated quantity of tare upon it. The Atlanta Congress passed a resolution to the effect that cotton should be sold net weight, and I think I can safely say that net weight is the proper basis on which to buy cotton."

At the same Cotton Congress, Mr. Arthur Kuffler said: "The Cotton Contract Commission limited its report and its proposals to the introduction of a new c. i. f. contract which ought to be on the basis of net weight, and without any franchise, instead of the present contract, which is on the basis of six per cent allowance for tare and one per cent franchise. The fact is that fixing a given percentage for tare is an inducement to those who handle the cotton to put on unnecessary tare. If you do not want the grower of the cotton to give you this six per cent allowance, he will not add the extra tare, and he can save that money. At the same time, you will save the cost of the transport of the unnecessary tare. Mr. Macalister estimates that the yearly saving that will be brought about by this change throughout the whole of the trade will amount to £4,800,000 sterling." Mr. Kuffler then proposed: "That this meeting, having heard the report of the Cotton Contract Commission, instructs such Commission to place before the European Cotton Exchanges the form of the c. i. f. contract on a net weight basis without franchise, and as soon as such form is accepted by the exchanges, strongly advises the trade to use the contract form for its chief c. i. f. purchases."

Mr. J. B. Tattersall said: "I second the resolution. If the suggestions made in that contract can be carried into effect by agreement among the various exchanges and the American

sellers, a great reform will have been accomplished, and a work will have been performed which will repay us for all the time and money expended on these International Congresses."

Mr. H. W. Macalister said: "You will very strongly support the Commission if you will at once make arrangements to buy cotton upon net weight terms. In Liverpool, purchases may begin tomorrow on net weight terms. One of the members of the Cotton Contract Commission has already bought cotton upon these terms."

At the Milan International Cotton Congress in 1909, the chairman, Mr. Arthur Kuffler, said: "As you are aware, a Cotton Contract Commission was appointed some time ago with Mr. H. W. Macalister as its head, and one result of their labors has been the net weight contract for cotton. On that point I am reminding you of a remark made at the Paris Congress by Mr. J. B. Tattersall, to the effect that if the International Federation had done nothing else, the establishment of the net weight cotton contract would repay them for all the trouble and expense to which they have been put. After long discussions and much work by Mr. Macalister, the Liverpool Cotton Association has adopted the net weight cotton contract, but that does not compel anybody to use it. The next step will have to be taken by the spinners. I think we shall make ourselves rather ridiculous if, after having spoken so much of the necessity of introducing the net weight contract, and after having succeeded in getting it accepted by the Liverpool Cotton Exchange, nobody makes any use of it. It is not likely that an individual spinner, accustomed to do business under the old system, will make a start and ask his agents to begin under the new contract. That ought to be done by combined action. I understand it will be the most important work of this meeting to find out a way to introduce this contract, and so to give it a better trial than it has had so far. We ought to get the various organizations to impress upon their members from a given date—say, September next—to buy 25 per cent of the cotton they import under this arrangement. Nobody can engage himself to buy all this cotton in that way. Then, when the contract has been given a fair trial, everyone will be able to see for himself whether it is beneficial to him or not."

Mr. H. W. Macalister said: "What is wanted is that we shall do as Mr. Kuffler suggests: make up our minds that on and after a certain date we will buy a certain percentage of our cotton on this net weight principle. There is no difficulty in making the

(Continued on Page 33.)

DOBBINS SOAP MFG. CO.

PHILADELPHIA

For Over Half a Century Makers of High Grade Soaps and Scouring Materials for Textile Manufacturers. Dobbin's Cotton Softener a Specialty

Relations Between Grower and Spinner

(By D. S. Murph, before American Cotton Manufacturers' Association.)

I accepted the invitation of your secretary to address you here today on the subject assigned me with entire confidence in the earnestness of your purpose to promote better relations between growers and spinners of cotton. Let me say at the outset that I have not come to adjudicate any matters of difference or dispute between growers and spinners—here I am without judicial function.

First, then, let me say in all frankness that the first great task of the spinners appears to be one of psychology. For the past fifty years cotton farmers, as a rule, with the aid of their women and children, have eked out only the most niggardly existence. Cotton has often sold below the cost of production, and if you should attempt to run your cotton mills on the same business basis and with the same relative income as those that have obtained on the average cotton farm, the Referee in Bankruptcy would have had a much better job.

Most of the cotton crop of the South is raised by the small farmer. Often, because his father was a cotton farmer before him, he has not had a decent opportunity to go to school or college or to obtain an outlook upon life any broader than that circumscribed, perhaps by his

own community or county line. He has felt the chafing of the chains which bound him, body and soul, to a life of unremitting toil and scant comfort.

Unfortunately, there were circumstances from time to time which suggested to him particularly that spinners were unfriendly to him in his struggle. He felt, in many cases, that the spinners were in league, either directly or indirectly, to keep down the price of cotton, abetting the practical application of the Malthusian doctrine by allowing him to receive barely so much for his cotton as would assure a continuance of its production. On the other hand, many spinners were under serious misconceptions as to the conditions under which cotton was produced and marketed. Unhappily, there are not wanting under such conditions persons with some degree of shrewdness, as it were, in sincere diagnostics of the public weal, who for their own private ends are ready in any potential contest between classes to aggravate a petty disorder into a serious ailment; and cotton producers and spinners were not free from the wiles of such persons and were not immune to their suggestions. And so the legitimately divergent interests of growers and spinners were exaggerated into an attitude of mutual unfriendliness.

I understand that it is your purpose to endeavor through an orderly and organized effort, to promote bet-

ter relations between growers and spinners. I do not know and neither do you, I presume, at this time the exact scope of your plans and activities for accomplishing this purpose. I suggest, however, that whatever steps you take be taken with the inside co-operation of the farmers themselves. I think your plans whatever they may be will be received with much more favor by producers and will be much more productive of good results if they are matured as a result of advance conference with representatives of farmers.

I urge therefore frank co-operation between your association and representative organizations of farmers and I may add that the participation of State departments of agriculture and marketing and the United States Department of Agriculture in formulating plans with reference to the growing and marketing of cotton would place upon such plans the stamp of public welfare and would aid in establishing them in that public confidence which is absolutely necessary to their success and which under some conditions might conceivably require a long and tedious period to establish.

The matter in which spinners, in view of existing conditions, are probably most vitally concerned at the moment is, the assurance of production of cotton in sufficient quantity and of proper quality to keep

their mills going and to supply the world's needs. In this regard there are some disturbing elements, the labor situation being, perhaps of chief importance. It is said that thousands of young men who left the farms to enter the army during the great war are not returning to the farm when discharged from the army. Labor in the South, as in other parts of the country, has been largely demoralized by conditions resulting from the war. Many of the laborers, lacking in vision, cannot see beyond the fulfillment of their immediate needs, and so have willingly or unwillingly interfered with production. The necessity for gathering cotton by hand is up to this time an insurmountable difficulty tending to limit the size of the commercial crop. Five consecutive bad seasons, with a sixth beginning inauspiciously, almost persuade one to speak of unfavorable weather as a permanent condition. The boll weevil is steadily advancing, and, at recent rate of progress, will presently have covered practically the entire cotton belt.

The iron hand of necessity taught Southern farmers during the recent war the lesson of crop diversification. They have learned from actual experience that their soil is capable of producing profitably any of the staple food or feed products, and that it is the part of wisdom for the individual cotton farmer to produce

(Continued on page 31.)

A QUINTETTE OF WINNERS

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Meeting of Knit Goods Association.

Philadelphia.—S. D. Bausher, of Glorie Underwear Mills, Reading, Pa., was elected president of the National Association of Hosiery & Underwear Manufacturers to succeed T. H. Johnston. Other officers elected are: First vice president, D. L. Galbraith, of American Textiles, Inc., Bay City, Mich.; second vice

president, Champe S. Andrews, of Cotton States Hosiery Mills, Chattanooga, Tenn.; treasurer, Robert C. Blood, of John Blood & Co.; secretary, C. B. Carter; directors, W. Park Moore, Hancock Knitting Mills, Philadelphia; Joseph H. Zens, Milwaukee Hosiery Co., Milwaukee; G. Oberlander, Berkshire Knitting Mills, Reading, Pa.

A resolution was adopted provid-

ing for the establishment of six regional divisions with headquarters in New England, New York, Pennsylvania, the Middle West, the Southwest and the Southeastern section of the country and for the election of six regional vice presidents of the national organization.

Other resolutions adopted opposed the enactment of minimum wage law bills backed by the National

Consumers' League in various States and the extension of government by commission, except in pressing emergencies, reaffirmed the association's adherence to the open shop principle in industry, favored the creation of a merchant marine, endorsed the efforts of the Federal Reserve Board to curtail speculation and deflate credit, favored the approval of the excess profits tax and the substitution of a direct tax on gross sales, opposed legislation giving an extra bonus to service men and another expressed the associations' appreciation of the work of T. H. Johnston, retiring president.

The following resolution on dyestuff legislation, regarding which the association has taken an active interest, was adopted:

"Whereas: The dye licensing bill, known as H. R. 8078, has been reported favorably to the Senate by its Finance Committee with all the objectionable embargo and licensing provisions still intact, and;

"Whereas: The practical application of this bill, should it be enacted into law, will be to create an absolute dye monopoly in this country, which will fatten, first, on all of our American industries that are users of dyestuffs, and, second, on every user and consumer of dyestuffs, from the buyer of a nursery rag doll to the purchaser of an American flag, and

"Whereas: The recent report of the official representative of the Textile Alliance, which body bears an official relation to the War Trade Board, conclusively shows that there are no accumulated stocks of dyes in Europe, either in Germany or in any of the other countries; and that only a small fraction of the needed dyes to be allotted under the treaty of peace, and to be bought for the United States in addition to the allotment under the treaty, are obtainable; and that there is no indication that a change will be made in these conditions for an indefinite length of time, and

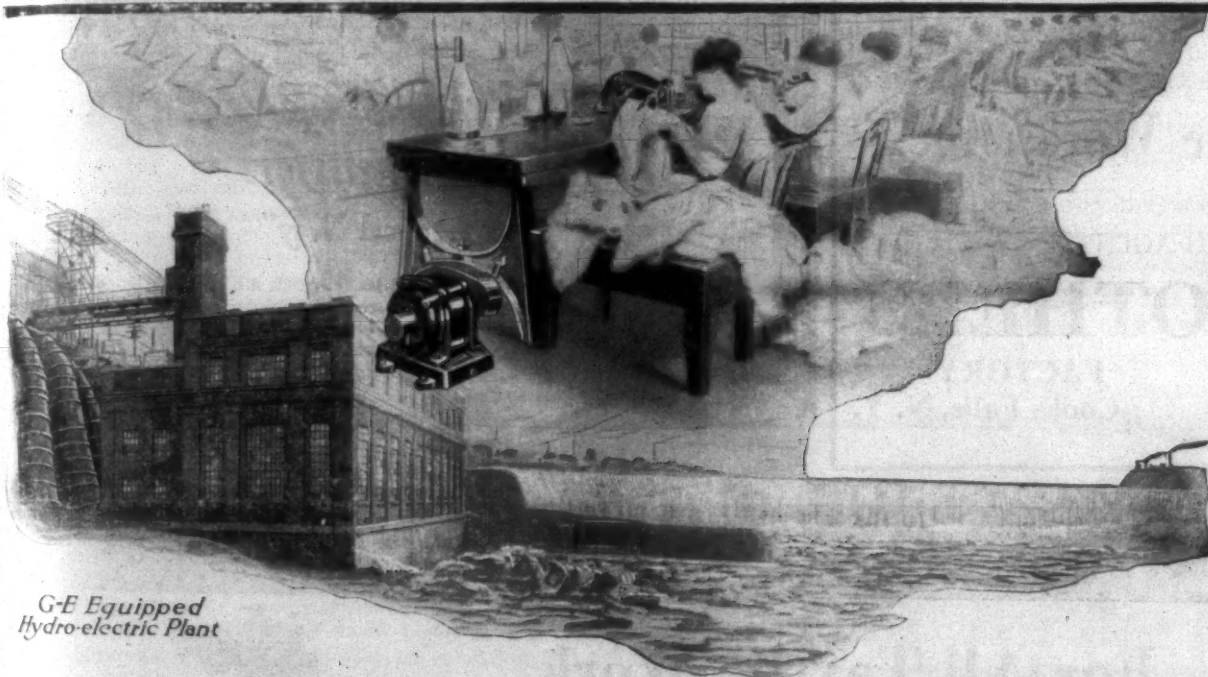
"Whereas: The British Commission of textile experts, financed by the British government, after an exhaustive study in Germany of first-hand conditions, has recently returned with only a small percentage of the dye-stuffs they hoped to purchase in Germany, and

"Whereas: These facts conclusively show the fallacy of the argument that demands the passage of this bill in order to prevent Germany's dumping dyestuffs in this country to the injury of the American dye manufacturer, and

"Whereas: The British Parliament has quite recently refused to pass a dye licensing bill, thereby disposing of the other stock argument of the sponsors of this bill in the United States to the effect that we should follow the sound British policy in its attitude toward the German dyes, and

"Whereas: The passage of the dye licensing bill by the United States government would result in our own country's being the only government establishing dye restrictions, just as by the refusal of the State Department at the present time to license the general importation of dyes we are the only country now unable to secure necessary foreign dyes, and

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Hydro-electric Plant

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EACH mill in a certain textile city was driven by its old water-wheel—production was low, so was quality.

In summer, low water and leaky canal beds slowed up the wheels—in winter, anchor ice did the same.

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A central water power plant was built to supply all mills with electric power and provide a surplus for new industries.

Electric drives at each mill applied power directly to productive machines, and losses due to mechanical drives were largely eliminated.

Machinery was enabled to operate at a constant maximum productive speed.

Its output was increased 35% and a very much better product resulted.

Any community's efficiency may be increased manifold by the proper utilization of Nature's resources and the application of electricity in homes, industries or on farms.

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Look for this mark
of leadership in
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From the Mightiest to the Tiniest

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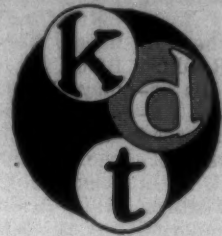
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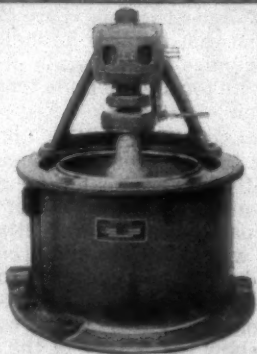
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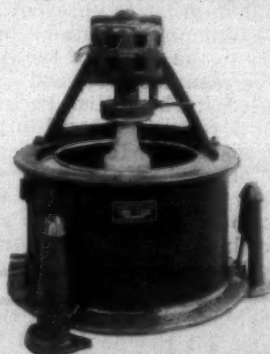
Hercules Electric Hydro Extractors are being furnished on repeat orders to some of the most prominent textile companies. This is the best proof of their ability to operate continuously and economically.

Southern Agent

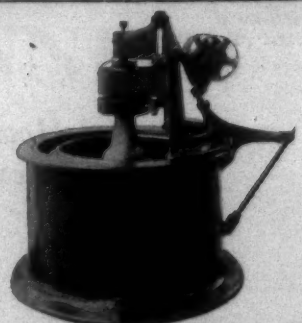
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Type A Motor Driven



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Only Hercules Extractors
 have Motors Mounted on
 Tilting Bracket to Facilitate
 Removing Basket and
 Bearings.

GILLESPIE MOTOR CO. PATERSON, N. J.

"Whereas: If the users of dyestuffs in the United States are denied access to purchase dyes in the free markets of the world because of a dye licensing barrier, it will result in all of their products being handicapped in competition for the trade of the world, in both foreign and domestic markets, and

"Whereas: The method of restricting commerce by commissions empowered to lay the heavy hand of favoritism and inertia on business is an unprecedented experiment in American methods of government and utterly uncalled for by any economic or industrial conditions, and wholly foreign to the fundamental basis of all American institutions,

"Now, therefore be it resolved:

"That we, the National Association of Hosiery & Underwear Manufacturers in 16th annual convention assembled, in the city of Philadelphia, April 28, 1920, representing more than 1,000 textile factories producing annually more than \$700,000,000 in manufactured products, and paying to American labor more than \$200,000,000, emphatically protest against the passage of the dye licensing bill, and call upon our members generally to oppose by every lawful means in their power the stifling of American business, the suppression of American enterprise, and the strangling of American initiative, which this bill, if passed, will inevitably cause, with no resulting benefits save of a monopoly already grown strong enough to invade the halls of the American Congress with their un-American demands."

"Save," and "Produce" are the two maxims which if universally and effectively applied in the opinion of Allen Walker of the Guaranty Trust Co. will solve most of our difficulties both here and in every part of the world. He stated that the need is for universal recognition of the fact that the whole problem of minimum expenditure and maximum production today is every man's problem.

Another point stressed by Mr. Walker was that we cannot find money to help reconstruct the world and simultaneously spend our earnings in luxuries which are beyond the means of the prudent and thrifty. What the country needs is an invasion of common sense. Buying what you do not need, he said, is a pretty sure road to needing what you do not buy. A condition of half strike, half production, all consuming cannot endure.

He stated that anxiety and uncertainty as to the future never was so keen everywhere as it was today but continued by remarking that he refused to be stampeded into a state of gloom or to be induced to sit idly by with the thought that the country is going to the dogs and that there is nothing anybody can do about it anyway. Our worst troubles, he said, never happen.

When the world really gets down to work again we shall cure our major existing economic ills, he declared.

In dealing with "The Federal Reserve System and Commercial Credit," Dr. H. Parker Willis, of the Federal Reserve Board's division of analysis and research, said:

"The business man needs more

credit today than he ever did before. The immense advance in prices and the difficulties in transportation and delivery of goods have presented to him a most serious problem. He needs more rather than less accommodation and the reduction of the total volume of his accommodation can be safely continued only as prices fall. Even when they begin to fall many concerns will need no little support.

"The process of distributing and apportioning credit is a delicate one and calls for the utmost care. Many a business man who is thoroughly public-spirited in his intentions and policies lacks the information which will enable him to adjust his credit demands to the situation existing in his branch of trade. He lacks this information, not because he is careless and indifferent, but because he cannot get it. If he does not himself possess it, it is not likely that his bank possesses it. Hence there is danger of an uneconomic use of credit. Uneconomic use of credit implies a danger of credit waste or credit congestion. Goods are accumulated in warehouses, men carry unduly large stocks, others borrow heavily at banks.

"The Federal Reserve Board asks only such reasonable co-operation on the part of the business men as they can give with their present records and without undue inconvenience and injury to themselves. It believes that a great service will be rendered by organizing business knowledge, by analyzing it, by showing its bearing upon existing price levels and problems of production, and by using the knowledge thus gained in assisting the distribution of credit to those regions and industries where it is most needed. It merely asks that business men shall understand the purpose of the undertaking and then grant to it such co-operation and aid as their belief in its utility and benefit warrants them in giving."

In an optimistic review of the year, T. H. Johnson, of the Knoxville Knitting Mills Co., Knoxville, Tenn., president of the association, declared that constructive and co-operative organization of labor would go a long way toward a more complete understanding between American employees and American employers. "But," he went on, "organized labor must not be dominated or led by any but American citizens whose zeal for an organization of any one element of society. With an 'open shop' for all other divisions of our social structure there cannot in fairness be a 'closed shop' for the labor organization."

Speaking of dyes, President Johnson said: "I think we all will agree that sufficient tariff duties can be provided for protecting the American dye industry, as the American tinplate industry was protected and built up in the closing decade of the 19th century. Let us demand the 'open shop' in the purchase of the dyes we need with the same force that impels us to consistently and conscientiously insist on the 'open shop' in industry."

Mr. Johnson urged that the convention record its disapproval of the excess profits tax, and demand the substitution of a direct tax on sales for more equitable distribution of



Newport Colors

"Coal to Dyestuff"

From this time forward, whenever Newport colors are advertised, there will appear the slogan, "Coal to Dyestuff."

This is not an idle phrase—on the contrary it bears a message of the utmost importance to every dyestuff consumer the world over. In three words it epitomizes the following pregnant facts:

1. The Newport organization owns its own coal mines.
2. It mines its own coal.
3. It makes its own coke from its own coal in its own by-product ovens.
4. It distills its own crudes from its own coal tar.
5. It develops its own intermediates from its own crudes.
6. It manufactures its own dyestuffs and colors from its own intermediates.

In sum, the "Newport" is the **only manufacturer** of dyestuffs in America which **owns and controls every step** in production from the time the coal leaves the mine till the finished product is shipped.

This happy condition means to us a uniform and assured supply of raw materials, and a single great organization to handle every manufacturing process. To consumers it means that we have no one with whom to divide responsibility—that we must stand squarely behind every Newport product. Is it any wonder that **Newport Dyestuffs are Standard.**

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PROVIDENCE, R. I.

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MOSSBERG

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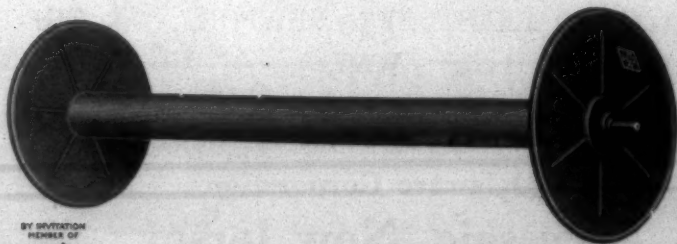
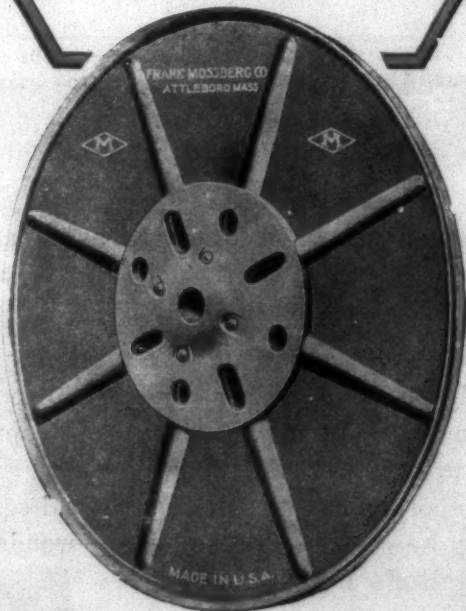
Less Expensive!

While undoubtedly superior in every way to wood or cast iron, Pressed Steel Beams, Reels and Spools, because of the saving in repairs and replacements, are the least costly.

Mossberg Pressed Steel Construction is being used by mills the country over with a resulting saving of time and money.

We will gladly send you our catalogue of Pressed Steel Beams, Reels and Spools.

This book takes care of practically all winding and reeling requirements.



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Scientific Lubrication Series—No. 2

In The Card Room

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Slo-Flo

No. 25

If there is any piece of textile machinery that calls for a non-spattering lubricant it is the Card.

Because of its adhesive, clinging qualities Slo-Flo is the ideal lubricant for a machine which, as in the case of the Card, has a large number of complex parts, several of them revolving at high speeds.

For the Licker, Cylinder, Doffer and Comb Box use Slo-Flo No. 25. (For Whitin Comb Boxes, Slo-Flo No. 23.) For Comber Rolls and ball or roller bearings we recommend Slo-Flo No. 29.

*Liberal Sample For Test Purposes
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COMPANY**
NEW YORK

Quality Lubricants Since 1853

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the burden.

"Excess profits will disappear with the repeal of the law under which it has been necessary to provide for more than normal profits. It is human nature, when profits are to be taxed, to strive toward profits so great that after the tax has been taken therefrom, there still will remain a profit. This form of taxation has operated to curb factory expansion for increasing production or producing lower cost."

Mr. Johnson went on record as favoring only "an adequate protective tariff, for stimulating home ambition and dispelling the fear of destruction by an invasion of the product of cheap labor. I would ask for a tariff schedule, not for any class, but for the good of all the people."

Mr. Johnson announced that he will ask for affirmative action on a proposed amendment to the by-laws, providing for the annual election of five vice presidents, one for each geographical subdivision of the organization. This is in furtherance of a plan, already successfully tried, under which, Mr. Johnson stated: "Meetings are held at a minimum of expense and, as they are local in character, have created a cohesiveness of effort that is certain to have a compensating reflex in the usefulness and affairs of the big national association."

In a report, signed by Harold Lamb, F. L. Chipman, Charles E. Leippe, Jos. S. Rambo and Garnett Andrews, the directors join in President Johnson's recommendation for the election of five regional vice presidents, and they recommend that "Meetings be held frequently in all of these divisions—not alone for members of the association—for manufacturers in any line of knitted goods, and that members strive to prevail on non-members to attend the meetings."

Secretary C. B. Carter reported

that the collection department bureau had recovered \$152,000 for members in the last fiscal year, without charge for the service. He also announced the pending removal of the association's offices from 612 Chestnut street, Philadelphia, to the building at the northwest corner of Chestnut and Seventh streets.

The industrial unrest of today is only a new and aggravated form of a condition which is perpetual, declared Lincoln Cromwell, of William Iselin & Co., in his address on "Reconstruction," in which he quoted this morning from Daniel Webster to show that even in his days there were agitators against speculation and the pernicious influence of accumulated wealth.

Mr. Cromwell scored profiteers and the abuse of power coming from economic conditions, and declared that there are still many workers who are underpaid. Too many captains of industry, he said, had disregarded the human factor, while the workers have discovered their power and the dependence of the community upon them.

E. J. Cattell, City Statistician, Philadelphia, in his address of welcome, stressed the new attitude toward labor problems. He said that during his recent trips about the country it had been pointed out to him by representatives of labor, that in the old days the boss worked with his men from 8 o'clock in the morning until 6 or 7 at night. No one worked any harder than he did, but now the bosses, and particularly the young fellows, drive up to the factories with golf clubs in their machines, are at the factory a short time and the laboring classes have come to think they are slaving to pay for the other fellow's good times.

Mr. Cattell spoke optimistically of the future and declared an old fashioned panic cannot come be-

cause of our present banking laws. He said there may be a slow down and an adjustment, but it will be met and offset by the increased buying power of the nation.

In his response, Champe S. Andrews, of the Cotton States Hosiery

Mills, took up the thought suggested by Mr. Cattell, and declared that if the knit goods interests are going to keep their industry great and prosperous they must make it true to American spirit and environment.

Septic Tanks and Closets

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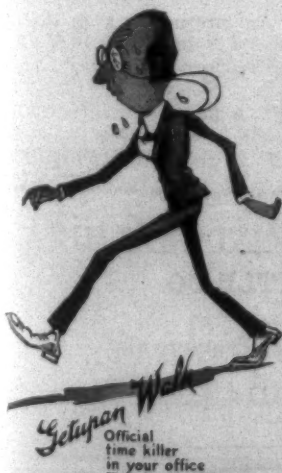
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Prompt Efficient Service

General Concrete Construction Co.

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CHARLOTTE, N. C.



A Southern Textile Mill Superintendent told our representative recently that by introducing a code signal on the general call feature of the Select-O-Phone automatic interior telephone, he had been able to put out two fires before they gained headway.

Select-O-Phone service binds your organization together for emergency as well as routine activities.

On the basis of invested capital, you may own a complete system for from 10c to 25c per month per station.



One of our representatives now in the South, will be glad to give you a "no obligation—ten minute" demonstration in your office at your convenience, if you will send in the coupon or request.

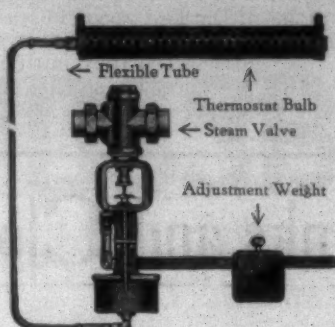
The Screw Machine Products Corporation
PROVIDENCE, Rhode Island

I accept your offer for a 10-minute no-obligation demonstration of Select-O-Phone, Automatic Telephone and Call System.

My name is _____ Title _____

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For dyeing or other processes where even temperature of a liquid is essential to best results, this Regulator is unsurpassed. Automatic, thermostatic, accurate, reliable, may be adjusted for different temperatures, as desired. Let us send you one. It will prove all our claims, and more.

Free Trial Coupon

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Gentlemen:

As per your offer, you may send us one of your Regulators, with the understanding that if we are not satisfied we may return it within 30 days, and you will cancel the charge.

Regulator to be used on.....

Size of tank to be regulated.....

Temperature desired.....

Steam pressure.....

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NAME.....

ADDRESS.....

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SPECIALISTS IN AUTOMATIC HEAT CONTROL

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Southern Representatives "ASKUS" Ira L. Griffin, Greenville, S. C. Guy L. Morrison, Charlotte, N. C.

How to Realize Full Value in Dyeing

It costs you money every time a piece of dyeing turns out streaked, or off shade.

You lose not only the difference in price between "firsts" and "seconds," but the **morale** of your organization is lowered. If anything less than **perfection** is allowed to pass once, it will be allowed again.

Stop that loss by installing Automatic Heat Regulators in your dye liquor. Even, dependable, **correct** temperature of dye liquor **prevents** streaks and off shades. Manual regulation takes extra time, and is not **accurate**, at best.

Let us prove to you, in your own mill, the money-value there is for you in Automatic Regulation. Heat control has been our sole business for over 30 years. Our experience is at your service.

MONTGOMERY & CRAWFORD SPARTANBURG, S. C.

You can control all rope stretch in the English system rope drive by simply twisting this coupling with rope in position on the pulleys, thus saving all splicing costs and delays. Stretch is controlled by twisting up the strands of the rope, which also maintains the original rope diameter. An internal lock in the coupling holds the rope to the shorter length.



The coupling is furnished only with the Hunt "Stevedore" brand, manila transmission rope, plumbago and tallow laid. Catalog describing the coupling and "Stevedore" transmission rope sent on request.

HOLYOKE BELTING

Try a roll of "Submarine" W. P., the original and best water-proof belt on the market.



U. S. BOBBIN & SHUTTLE CO.

Quality Goods

Bobbins, shuttles and spools of every description. Inquiries solicited for new equipment.



"DOUBLES DAYLIGHT"

An intensely white oil paint for mill and factory interiors. Eliminates the dark corners, feeds up production and makes the most of the available daylight.

Du-Lite will not chip or flake off—can be repeatedly washed and will not yellow with age.

Supplied in Flat, Eggshell and Gloss Finish.

A sanitary and well lighted factory is a paying investment. Du-Lite will do it.

DISCUSSION PAGE

July Discussion.

As stated recently, editorially, we will begin in July a contest for the best practical paper on the subject: "If I Were Building a Mill."

Almost every superintendent and overseer has ideas that he would carry out if he was going to build a mill and all of them have observed mistakes made by men who made out the specifications for mills.

We want the writers to pick out the class of goods or yarns that they would prefer to make and tell why they think they could make a success of manufacturing those goods.

We want them to give the number of machines and the specifications on same from lappers to looms and to give their reasons for any particular or unusual specifications.

We will select competent men to judge the papers and will award prizes as follows:

First Prize, \$40.

Second Prize, \$25.

Third Prize, \$15.

Four next best will be given honorable mention and prizes of \$5.00 each.

The rules of the contest will be announced at an early date.

Hugh O. Wallace Heads Big Supply Concerns.

Of interest to his many friends is the evidences of his increasing 'size' in the supply business in the Southern Textile field. He now has the active general management of the Greenville Textile Supply Company, Greenville, S. C., and the Odell Mill Supply Company, Inc., Greensboro, N. C.

Mr. Wallace is a native of Duplin county, N. C. He was with the Springer Hardware Company, Wilmington, N. C., for a period of years; with the Sullivan Hardware Company, Anderson, S. C., for six years as manager of their mill supply department; then purchasing agent for a large number of textile mills and just recently, with his associates, organized the Greenville Textile Supply Company and the Odell Mill Supply Co., Inc.

These two companies will be dealers, jobbers, etc., of various lines, and will be in position to equip a cotton mill plant complete.

Brent Wiley Promoted by Westinghouse Company.

Brent Wiley, manager, steel mill section, industrial department, Westinghouse Electric & Manufac-

turing Company, East Pittsburgh, Pa., has been appointed assistant-to-manager, industrial department, in charge of mill industries. Mr. Wiley after graduating from the Rose Polytechnic Institute, Terre Haute, Ind., in 1898, entered the electric department of the Ohio Works, Carnegie Steel Company, where he stayed for one year before being transferred to the Homestead works of the same company as assistant to electrical engineer. For two years Mr. Wiley was electrical engineer for the Wellman, Seaver, Morgan Company, Cleveland, Ohio. In 1906, he became associated with the Westinghouse Company as commercial engineer, engaged in steel mill work, industrial and power department. Mr. Wiley was appointed manager, steel mill section in 1909, which position he has held until his recent appointment. Mr. Wiley is a member of the American Institute of Electrical Engineers, American Iron & Steel Institute, Association of Iron & Steel Electrical Engineers, American Electrochemical Society, Electric Furnace Association and the Engineers Society of Western Pennsylvania.

Carelessness and negligence are standing invitations to fire to visit your home.

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Manufacturers of O. K. PRODUCTS

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B. C. GLOVER, Salesman for North Carolina.
CHARLOTTE, N. C.

The Only Renewable Fuse Approved by the Underwriters that has A Vanishing Link



"Union" Renewable Fuses have won a great victory! Years of research and tens of thousands of dollars have not been expended in vain in our efforts to give the public a renewable fuse that is safe and dependable and that will cut down fuse maintenance costs as much as four-fifths in many instances.

"UNION" RENEWABLE FUSES

are the only fuses equipped with a vanishing link—the very center of which melts when it blows. That means that when this link blows the heat and gases are such a distance from the metal parts that there is no danger of fusing the nuts or corroding the metal parts so as to make it difficult, or even impossible to remove them when renewing the link. And when this link blows there is no flash or violent explosion to injure the casing.

These are some of the reasons why "Union" Fuses have such an exceptionally long life, and why they are so easy to renew. Go to your electrical dealer and see for yourself the big advantages possessed by "Union" Fuses.

Without obligation, our nearest branch will send you booklet and advise you how to reduce your fuse maintenance cost.

CHICAGO FUSE MFG. CO.

Oldest and largest manufacturers of Fuses, Electrical Protecting Materials and Conduit Fittings.

CHICAGO

NEW YORK



SOUTHERN TEXTILE BULLETIN

Published Every Thursday by
CLARK PUBLISHING COMPANY
Offices: 39-41 S. Church St. Charlotte, N. C.

DAVID CLARK.....Managing Editor
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Contributions on subjects pertaining to cotton, its manufacture and distribution, are requested. Contributed articles do not necessarily reflect the opinion of the publishers. Items pertaining to new mills, extensions, etc., are solicited.

ADVERTISING

Advertising rates furnished upon application.

Address all communications and make all drafts, checks and money orders payable to Clark Publishing Company, Charlotte, N. C.

THURSDAY, MAY 6, 1920

Association Meeting.

The Southern Textile Association will meet at Spartanburg, S. C., on May 21 and 22 for its annual meeting and indications are that it will be one of the largest meetings in its history.

President F. Gordon Cobb of Lancaster, S. C., has through a system of questionnaires on practical subjects succeeded in developing the practical side of the association work in a manner never before accomplished and a social program somewhat similar to that of Charlotte will also be a feature of the Spartanburg meeting.

The Southern Textile Association meeting is the gathering of the superintendents and overseers of the South and the following week, May 25 and 26, the presidents and treasurers of the Southern mills will gather at the Jefferson Hotel, Richmond, Va., for the annual meeting of the American Cotton Manufacturers' Association.

The Richmond program has an unusual number of able men to address the association and the social feature will be a banquet at the Jefferson Hotel on Tuesday night. More than five hundred reservations have already been made.

The ladies of Richmond have made plans for a special entertainment for the wives of the cotton manufacturers who attend and a very enjoyable time is planned for them.

As the meetings of the Southern Textile Association and the American Cotton Manufacturers' Association come very close together, we are arranging to cover both meetings with one large special edition and will make it an exceedingly interesting and valuable number.

The Going Back.

Almost every child has heard in his early youth the fable of "The man who killed the goose that laid the golden egg" and even with its childish mind had a contempt for the foolish man who ended the life of such a profitable fowl in order to try to get all of the golden eggs at once instead of waiting for one egg per day.

The man who "killed the goose that laid the golden eggs" was a wise man compared to the modern man who yelps by day and howls by night about the high cost of living and who, apparently, longs for the time when we will go back to the prices and wages of yesterday.

It happens, however, that those who cry aloud about the present prices and seem never happy except when telling of the prices of yesterday, seem not to consider that the going back of high prices must be accompanied by falling wages and the return of poor business conditions.

They tell of the time when they bought eggs for 10 cents per dozen, gingham for 5 cents per yard, but

meat for 15 cents per pound and they do not add that in those days laborers got a dollar a day, spinners in cotton mills received 10 cents per side, loom fixers and card grinders \$1.25 to \$1.50 per day, with other wages in proportion, and even at those prices full time employment could not be secured for the people who secured low wages could not buy enough goods to keep the mills busy and often they stood idle for several months at a time.

We are seated today, manufacturers and employees alike, around a beautiful table of prosperity and there is more happiness than at any one time in the history of the country. The table of prosperity is supported by legs representing both high wages and high costs. The type of man who "killed the goose that laid the golden eggs" has an idea that he can yank out from under the table the legs representing the high costs and that by some magic the table of prosperity will remain intact supported only on one side by the legs of high wages.

We rode a short time ago in the smoking compartment of a train and when the conversation turned, as it usually does, to the high cost of living, we heard all of those present tell of the prices of yesterday and wail about the prices of today. We finally asked each man in turn if he wanted to go back to the prices of yesterday and accept again the wages and profits of that period and every man emphatically said no.

We asked them why, then, were they trying to kill prosperity by continually howling about the high cost of living.

The first cotton the editor of this journal ever bought was strict middling, at 4 5-8 cents per pound and doubtless the farmer who raised it was hard pressed to buy 10 cents per dozen eggs and meat even at 12 cents per pound was beyond his reach. Farmers of that day were unable to educate their children and each year drove them further and further into debt.

Last week our editor purchased cotton at 42 cents per pound for a mill in which he is interested and the farmer who sold that cotton could smile because he can buy meat and flour and sugar even at the present prices and have enough left to send his boys to college.

Those who howl for the going back must realize that when we go back the conditions of yesterday will prevail again with the additional load of war taxes that must be paid by individuals when the excess profit taxes from which they are now largely paid are no longer available because there will not be excess profits when we go back.

A year ago it could be said that the men on salaries had not received advances sufficient to equalize the increased cost of living, but there has been a general advance in salaries during the past twelve months and while many of them have not been such as to equalize the increase in the cost of living, they have gone part of the way and the demand for men in other lines will cause the employers of office men to increase to a better basis or else face the loss of experienced men.

There never has been and never will be a time in our history when there will not be suffering and inequalities but the suffering of today and the inequalities of today are minute as compared to those of the periods of adversity to which the howlers would take us back.

Are the spinners willing to work again for 10 cents per side in order to buy gingham at 5 cents per yard? Are the loom fixers willing to work for \$1.25 per day in order to buy meat at 15 cents per pound? Are the brick masons, who now get \$8 to \$12 per day, willing to go back to \$2 per day in order to buy bread again at 5 cents per loaf?

If the people look only at the prices of today and never at the wages and continue to howl about the high cost of living, they will finally bring back the conditions of yesterday.

The howl against the high cost of living is but a whisper compared with the wail of anguish and sorrow that will go up when the goal of the howlers of today has been accomplished and we stand again in the midst of adversity and low wages.

It will, in our opinion, be the most critical period in the history of the United States and in the midst of the suffering of that period many will see red.

We do not want to see price go beyond those of today and are glad to see that there has been a check to the advancing tendency, but there should also be a check upon those who seek to drive away prosperity under the delusion that high wages can remain after high prices have disappeared.

The man who is working at the loom or with a saw or a mason's trowel has as much interest in maintaining prosperity as the manufacturer, in fact will feel the pinch of hard times quicker and he should fight against those who want us to go back to adversity.

We are a people who are quick to forget the past, but if we could carry all of the howlers back to the adverse years and refresh their memories with a few days of actual

(Continued on Page 30.)

Personal News

W. L. Lashley is now assistant superintendent of Roberdel Mill No. 1 at Rockingham, N. C.

C. C. Rush, from Ninety-Six, succeeds C. J. Trippe as overseer of spinning at Hartsville, S. C.

C. J. Trippe, overseer of spinning, has changed from Hartsville (S. C.) Cotton Mill to No. 4, at McColl, S. C.

R. F. Jackson from Ware Shoals, S. C., has been appointed roller coverer for Union-Buffalo Mills, Union, S. C.

C. C. Russell has been promoted from card grinder to night overseer at the Ensign Cotton Mill, Forsyth, Ga.

A. D. Pilkinton has been promoted from loom fixer to overseer of weaving at Columbia (Tenn.) Cotton Mills.

C. E. Young has been promoted from loom fixer to second hand in weave room No. 2 of the Granby Mill, Columbia, S. C.

F. M. Bailey has been promoted from section man to second hand in twisting with the Winnsboro Mills, Winnsboro, S. C.

W. E. Rambow has been promoted from second hand in twisting to overseer twisting with the Winnsboro Mills, Winnsboro, S. C.

G. C. Cook, former overseer of weaving at Draper, N. C., has accepted a similar position at Leaks-ville Cotton Mills, Spray, N. C.

Ben Revis, of Mills Mill, Greenville, S. C., was seriously injured April 18 by the overturning of an automobile that he was driving.

J. J. Lever was recently promoted from section hand in Granby Mill to second hand in spinning in the Olympia Mill, Columbia, S. C.

M. A. Moss has been promoted from second hand to overseer of spinning, spooling and twisting at Park Yarn Mills, Kings Mountain, N. C.

Q. Mason, formerly of the Gower-Mason Electric Company is now manager of the electric department of the Greenville Textile Supply Company, Greenville, S. C. This company will handle a complete line of electric goods and supplies, under Mr. Mason's management.

A. H. Walker, formerly second hand in No. 2 weave room of the Granby Mill, Columbia, has accepted position as overseer of weaving at Kershaw, S. C.

Allen Stiles has been transferred from overseer weaving at Columbia (Tenn.) Cotton Mills to same position at Sylvan Cotton Mills, Shelbyville, Tenn.

J. T. Reeves has charge of carding day and night at Ensign Cotton Mills, Forsyth, Ga., with M. G. Gilliam second hand on day run and C. C. Russell on night run.

M. C. Martin, general second hand in spinning room, Rockfish Mills No. 4, has resigned to accept similar position with Red Springs Cotton Mills, Red Springs, N. C.

J. B. Mims has resigned his position as overseer twisting, Winnsboro Mills, Winnsboro, S. C., to accept a similar position with the Loray Mills, Gastonia, N. C.

C. J. Thomas, who has been on the road for several years with the Draper Corporation erecting crews, is now second hand in the lower weaving room at Darlington, S. C.

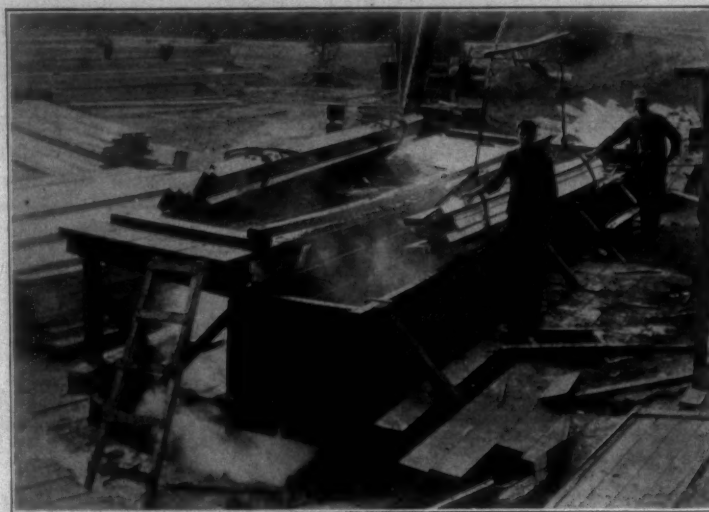
J. W. Stewart has charge of spinning, spooling and winding, day and night, at Ensign Cotton Mills, Forsyth, Ga., with C. Brady second hand on day run and E. A. Ard on night run.

R. H. Layton has resigned as overseer of carding at Gibson Manufacturing Company, Concord, N. C., and is now overseer of Nos. 1 and 2 carding at Anderson Cotton Mills, Anderson, S. C.

R. W. Smith has resigned as overseer of spinning, spooling and twisting at Park Yarn Mills, Kings Mountain, N. C., and accepted spinning, spooling and twisting at the Dilling Mills, Kings Mountain.

A. E. Penland has resigned as overseer of spinning, spooling and twisting at the Dilling Mills, Kings Mountain, and accepted spinning, spooling and twisting at Cora Mills, Kings Mountain.

J. F. Lackey, who has been superintendent of the Raeford Power & Manufacturing Company for the past five years, has been appointed superintendent of the new Ernaldson Mill at St. Pauls, N. C.



Operations at Cheney Brothers, South Manchester, Conn., showing dipping or immersion in "NO-D-K." Lyster Creosote Wood Preserver

The well known silk manufacturers, Cheney Bros., selected "NO-D-K." as the preservative to use only after the most painstaking and careful investigation and tests extending over a period of several months. This was in 1914 when this company had two large mills to erect and desired to protect most of the planking to be used therein. Nearly 5,000 gallons of "NO-D-K." was applied, most of it by the method shown in the illustration.

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MILL BROOMS, PACKINGS OF ALL KINDS, SLASHER
CLOTHS AND SHEEP SKINS.

MILL NEWS ITEMS OF INTEREST

Athens, Ala.—Fulton Cotton Mills have increased capital from \$100,000 to \$250,000.

Glendale, S. C.—D. E. Converse Company have increased capital from \$500,000 to \$1,000,000.

Magnolia, Miss.—Magnolia Cotton Mills Corporation will increase capital from \$30,000 to \$80,000.

Clifton, S. C.—Clifton Manufacturing Company have increased capital from \$1,000,000 to \$2,000,000.

Dublin, Ga.—A company has been organized by the Chamber of Commerce to manufacture underwear.

Franklinton, N. C.—A one-story hosiery factory, 120 by 100 feet, will be built by the Franklinton Hosiery Mills.

Augusta, Ga.—The Sibley Manufacturing Company is to erect 25 new houses in their village. Estimated cost \$52,500.

Lincolnton, N. C.—The Love Cotton Mills have been incorporated with a capital of \$500,000 by R. A. Love and J. F. Love.

Opelika, Ala.—John C. Farley, Jr., manager of Alabama Hosiery Mills, is reported to be planning to establish another hosiery mill.

Spindale, N. C.—E. S. Draper has been retained by the Stonecutter Mill, K. S. Tanner, president, to plan extensive mill village developments.

C. E. Davis from Columbus (Ga.) Manufacturing Company is now superintendent of Mill No. 1, Bibb Manufacturing Company, Macon, Ga.

Chattanooga, Tenn.—Children's hosiery is to be manufactured by the Kyler Shelton Hosiery Mills, which recently acquired a building here.

Barnesville, Ga.—The Collier Manufacturing Company will erect a 2-story 150x60-foot brick building and install underwear-knitting machinery.

Salisbury, N. C.—The Nancy Cotton Mills have been incorporated with a capital of \$500,000 by J. C. Lawson, Chas. McCantless and W. T. Bundy.

Dalton, Ga.—Dalton Hosiery Mills will erect addition and increase knitting machines from 120 to 140 and add 25 loopers and 2 sewing machines.

Greenville, S. C.—Fire which originated on the first floor did considerable damage to the three-story brick building of the Acme Loom Harness and Reed Company.

Moorhead, Miss.—The Magnolia Cotton Mills Corporation has taken

over the Hopahka Cotton Mills of begun making extensive improvements, such as making the looms

automatic, installing humidifiers, painting the mill inside and out, and beautifying the village. They are also getting in shape for running night and day.

Charlotte, N. C.—The Mecklenburg Manufacturing Company has let contract with the General Concrete Construction Company for septic closets in their village.

Three Rivers, Texas.—According to reports, James Prince, cotton manufacturer of Torreon, Mexico, is contemplating the building of a plant here for the manufacture of denims.

Lexington, N. C.—The Shoaf-Sink Hosiery Mill, recently noted as incorporated, have leased building and will build 2-story addition 30x18 feet; also one-story 34x60-foot dye-house.

Waxhaw, N. C.—The Rodman-Heath Cotton Mills have let contract for the installation of electric lights in all the cottages on their village to F. E. Robinson & Company, Charlotte, N. C.

Griffin, Ga.—Production of cotton hosiery is being increased to 800 dozen per day by the Kincaid Knitting Mills, which has installed 75 additional automatic knitting machines and 15 loopers.

High Point, N. C.—A charter has been granted to the Guilford Hosiery Mills, Inc., with an authorized capital of \$125,000 and \$29,000 paid in by T. E. Kearns, A. M. Rankin, and E. T. Kearns.

Gastonia, N. C.—The Flint Manufacturing Company has retained E. S. Draper, landscape architect and city planner of Charlotte, to make surveys and plans and lay out their mill village at Plant No. 2.

Houston, Texas.—The Cyrus W. Scott Manufacturing Company, of this city, manufacturers of overalls, is planning to build a mill to manufacture denims for use in its overalls factories.

Augusta, Ga.—The Enterprise Mill has let contract to Palmer-Spivey Company for the erection of six 4-room houses to cost about \$2,500 each. Each one will be equipped with electric lights, water, baths, etc.

Dalton, Ga.—Having increased capital to \$250,000, the Dalton Hosiery Mills is building an addition and will install 20 new knitting machines, giving it an equipment of 140 knitting machines, 25 loopers and 2 sewing machines.

Mayworth, N. C.—The Mays Mill is completing a number of new houses in their village. Ground has been broken for the new office building and construction is moving along

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rapidly on the Baptist and Methodist churches. The big new school building is nearing completion.

Gastonia, N. C.—Statement from the Champion Cotton Mills Company, recently organized to build a 10,000 spindle cotton yarn plant, is that the machinery cannot be secured until 1922, and therefore the company will not build plant until some time next year.

Rock Hill, S. C.—Helen Yarn Mills, recently noted as being incorporated, W. R. Armstrong, vice president and treasurer, will erect one-story, 205x50-foot mill construction building; \$35,000 to \$40,000; install 2,500 spindles; \$50,000 machinery purchased; electric power.

Sherman, Texas.—The Sherman Overall Manufacturing Company is looking for hosiery mill equipment, with a view to engaging in the manufacture of low end half hose. Unable to get deliveries of new machines inside of four to eight months, the initial equipment will probably consist of second-hand machinery.

Cartersville, Ga.—The Pyramid Mills, Inc., have been incorporated with a capital of \$60,000 by B. H. McGinnis, J. S. Calhoun and P. C. Flemister. The company will erect a 200x60-foot main building with 47x40-foot ell. All machinery has been ordered. Daily output 100 dozen boys' union suits. A. Cook is architect and consulting engineer.

Cowpens, S. C.—The Daniel Morgan Mills have been incorporated with a capital of \$81,000 by J. M. Archer, president and treasurer and W. M. Stewart, secretary, both of Charlotte, N. C. They have a two-story 75x75 foot building and will install 30 Jacquard looms to manufacture 500 table covers daily. A 50-horse power electric motor will be installed.

San Antonio, Tex.—J. C. Chapman, E. A. Du Bose, 312 Central Trust Building, will establish \$500,000 plant, including mill village of 40 houses, commissary, water and lighting systems, and erect 418x58-foot main mill building; two 100x60-foot warehouses; each reinforced concrete, frame, hollow tile, brick veneered; total cost \$100,000; and install 2,500 spindles, sixty 60-inch looms; to manufacture coarse wide naburbs and ducks.


Thomasville, N. C.—The Thomasville Knitting Company, recently mentioned as being incorporated, has purchased the Southern Finish-

ing Mills and Thomasville Hosiery Mills, both of which will be consolidated under the new name, Brown Finch and B. B. Vinson composing the new company. The new company proposes to enlarge greatly the consolidated plants and an extensive two-story concrete building is to be erected adjoining the present finishing building.

Spindale, N. C.—The Stonecutter Mills Company, recently mentioned as receiving a charter, has been organized with the following officers: President, S. B. Tanner; vice president, Dr. T. B. Lovelace; secretary-treasurer, K. S. Tanner. Directors: E. O. Anderson, W. H. Belk, M. O. Dickerson, Sr., B. B. Doggett, W. S. Forbes, C. W. Tillett, Sr., S. B. and K. S. Tanner. The capital stock is \$1,250,000. The mill will be running this fall. It will be located at Spindale and will be one of the most modern mill towns in the South.

Chattanooga, Tenn.—Work on a plant to cost in the neighborhood of \$400,000 for the Dixie Mercerizing Company, a new million dollar industry is expected to be completed within two or three months. The plant will include three main buildings besides several other smaller buildings and houses for employees. The winding building is to be a two-story reinforced concrete structure with floor space of 112x207 feet. The mercerizing building is 100x227 feet, also of concrete construction and the power house has a floor space of 40x50 feet. Stockholders and directors of the new venture include prominent men of the textile industry.

Sixty per cent of all industrial fires break out at night when there is no one present to extinguish or fight them, at the beginning.



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and weather may go,
But Carrier makes
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1832

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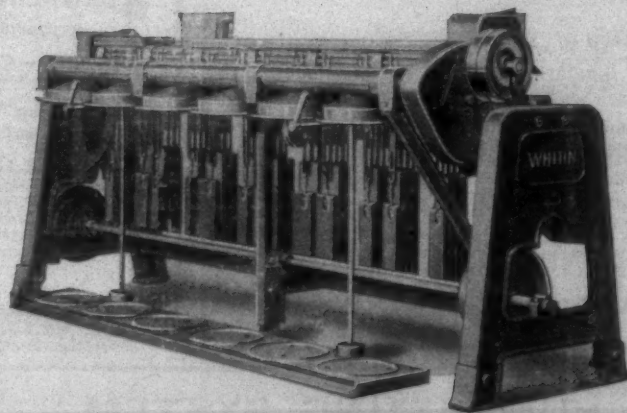
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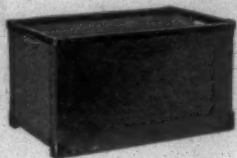
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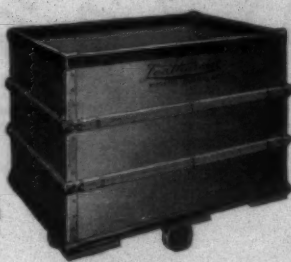
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The operative who keeps his machine up to its proper paces sets a definite record or *standard* which other operatives should follow—and generally will follow if put up to them thru comparative production records.

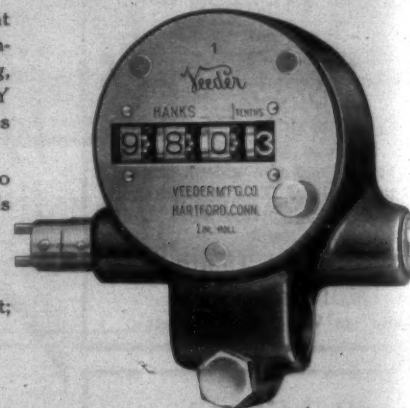
When each man's work is recorded by

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there is no question as to who's doing right by his job, or what production the operator should average to be deserving of the standard wage.

The Hank Counter at right measures the product of Spinning Frames, Roving, Drawing, Ring Frames, Mules and ANY machine where material passes out through rollers.

Counter is usually geared to measure in hanks of 840 yards each; it indicates in hanks and tenths of a hank up to 1,000. Reads in plain figures; no trouble to read it right; no disputes.



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We have also learned that neither pulleys nor gears should be used where it is possible to use chain drive. Are you ready to believe that it is worth waiting to know it if it should happen to be true?

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E. S. PLATER, Southern Rep., Greenville, S. C.

The Going Back

(Continued from Page 22.)

experience with the conditions of those times there would no more be said about the present high cost of living.

We have often stood upon the streets of New York and Philadelphia at the midnight hour and watched the "bread line" of unemployed who had stood in line for hours in order to get their only food of the day, a small loaf and a tin cup of coffee, and we have seen that bread line four blocks long, because those were days when men could not secure employment at any price. The bread lines are gone and almost forgotten, but the howlers and the politicians will bring them back if they continue their present policy.

The howlers howl at the prices of the other man but none of them seem to think their own wages or profits are too high or will be reduced when we go back. Their idea of "the going back" is to continue to receive their present wages or profits and yet secure their needs from the other fellow at the prices of yesterday.

In the years of adversity we wished for prosperity and now those who "think not" seek to wreck prosperity and go back to adversity.

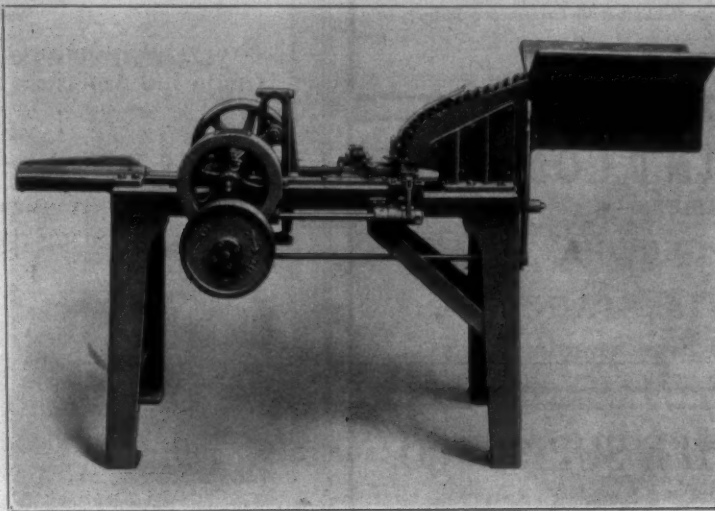
Brandon and Poinsett Mills to Take Over Two Stores.

Arrangements have been made by the Brandon and Poinsett cotton mills, according to information obtained, to purchase the store of the Gordon Mercantile company in these mill villages, and to take over the

business on July 1 or as soon thereafter as the change can be made.

The mills plan to operate the stores without profit, selling the operatives goods and supplies at cost. Do not burn anything that can be converted into cash.

The fire loss of the United States last year would pay for the building and subsequent cost of operation of the Panama Canal for two years.



SINGLES and DOUBLES

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This is the new
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It's a Quill Cleaner from the shops of a Specialist in the art

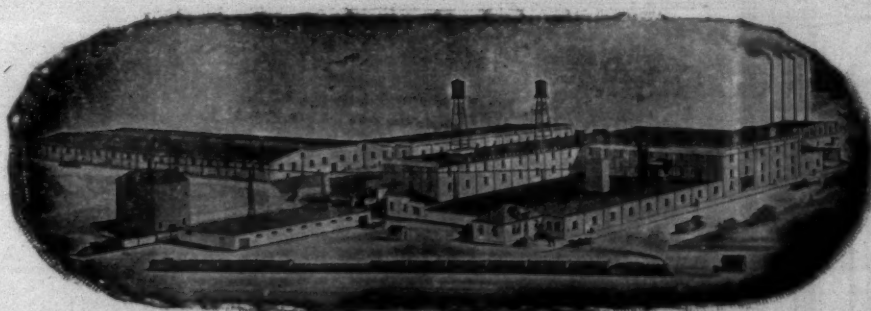
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Right in keeping with every part on the machine It's fully covered by our own patents and in addition it is licensed under two more owned by Draper Corporation.

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Relations Between Grower and Spinner.

(Continued from Page 14.)

on his own farm all of such food and feed products which he needs and to devote only his surplus acreage and attention to cotton. Diversified farming probably has come to stay, and I think it would be unwise for this association from a standpoint, either of public good or of its own enlightened self-interest, to attempt to combat this principle, which is economically sound, or to turn back the clock by persuading cotton producers to rely almost entirely on cotton, depending upon purchasing their food and feed products.

But this does not mean that the South cannot produce and should not produce sufficient cotton to keep the spindles of the world busy and to furnish the world all the cotton clothes that may be needed. An increase in production is not dependent upon abandonment or relaxation of the principle of diversified farming. The answer, of course, is in increased production per acre. The average production per acre during the present season was 157.2 pounds. An increase of only 20 pounds per acre would have increased the crop from 11,329,755 bales to 12,770,899 bales, or an increase of almost a million and a half bales.

With a system of diversified farming permanently in vogue in the South and with the necessity for overcoming the obstacles which I have mentioned to the production of a large crop, particularly adverse labor conditions, it is clear that production needs the stimulation of profitable prices for raw cotton. The spinner is interested to see that the farmer receives a profitable

price for his product, so that he will use every effort to produce an adequate supply.

Spinners are increasingly demanding longer staple. Such cotton presents some disadvantages from a standpoint of production, and farmers who have met these difficulties and produced better cotton have sometimes experienced bitter disappointment when they have been compelled to sell it for prices representing little or no advance over short staple cotton or cotton of average quality. Spinners can co-operate with growers to see that cotton having the qualities desired is produced on a community basis, and that after it is produced there is a sure market for it at just and legitimate premiums. I should like to emphasize, in passing, the importance not alone of the payment of the justified premiums, but of the continuity of the market at such premiums for cotton of this better nature.

I have not attempted to go into detail as to the methods to be followed in securing co-operation and promoting better relations between growers and spinners. I have merely attempted to suggest the essential principle which should underlie all efforts for co-operation, and to point out two or three unquestionably fundamental lines along which co-operation is possible, and, indeed, imperative in the best interests of both classes. I have not attempted to deny that the trade interests of spinners and producers in some respects may be legitimately divergent, but I have tried to show that, fundamentally, the interests of the two classes are not irreconcilable and to sound the note of co-operation and co-ordination of effort along lines of common interest.

MONTGOMERY & CRAWFORD

SPARTANBURG, S. C.

Textile SUPPLIES Electrical

HARDWARE

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Spartan Sizing Compound Co.

MORELAND and WITHERSPOON, SPARTANBURG, S. C.

Manufacturers of
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Standard Size of the South

The higher the cost of labor, and the higher the cost of raw materials, the more essential it becomes to have the Slasher-Room on an efficient basis. We cheerfully furnish to all interested our Slasher Efficiency Test Blanks.

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The Largest Manufacturers of Loom Harness and Reeds in America

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**Slasher and Striking Combs Warps and Leice Reeds,
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We are taking orders for the Chadwick-Hoskins Common Stock Par value \$25 share Price \$28 share

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"The heresy of today is the orthodoxy of tomorrow."

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on machines that pay for themselves in no time. Send us your job dyeing. Our prices are low, deliveries are prompt, and service the best. Franklin machines are used all over the world.

As job dyers we color over a million pounds of cotton and of worsted a year. Let us serve you. Our representative will be glad of an opportunity to see you and fully explain all details.

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All your broken machinery, Auto parts, Malleables, Steel, Aluminum and Cast Iron. **MILL MACHINERY A SPECIALTY**

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**THE MOST EFFICIENT AND ECONOMICAL BOIL-OFF OR FINISH FOR RAW STOCK
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Publicity as an Aid to Cotton Industry.

(Continued from Page 12.)

titled to be regarded as fully as respectable and self-sustaining as any other class of citizen. The public and even the workers themselves have failed as yet to realize this because their attention has been centered on the woes of ten years ago, or on trumped up grievances magnified simply for the purpose of forcing further concessions.

The sooner everyone can be made to realize that employment in the mill is fully as honorable, fully as useful, fully as wholesome and fully as pleasant as any other kind of employment, and that it ranks with the best so far as pay is concerned, the sooner will the workers themselves enjoy the content that should rightfully be theirs, and the easier the mills will find it to get a sufficient number of high class workers.

Publicity, with truth behind it, can and will, if properly directed, to the many advantages they enjoy rather than upon the comparatively few and minor disadvantages. The public can be enlisted in support of big business and industry instead of against it if industry can show its sincerity in working for the public good and can show it is dealing fairly and openly with its employees and the public.

Those of you who have had experience with strikes know the value of public support in such a contingency. You have seen how quickly the strikers lose heart when they are not successful in enlisting public sympathy. In such times the support of public opinion is worth thousands of cold, hard dollars to the industrial corporation involved, but public opinion cannot be enlisted in a day. Its support depends upon confidence in the management of the industry and that confidence is built up by long sustained education as to the real facts surrounding the industry. Once built up, moreover, it serves as a bulwark against unfounded attacks. While it is an irresistible weapon in fighting a strike, it seldom has to be used if the industry has a firm hold upon it, for agitating a strike in opposition to public opinion is even more difficult than winning one against its influence. Educational publicity if it is founded on truth and is backed up by practice, can prevent strikes from ever getting started, and that is why it should be undertaken seriously and thoroughly by the industry of today.

Down in New Bedford we have tried to make a slight beginning in the way of educating public opinion through publicity. We have a special cotton mill section in connection with the Sunday issue of *The Standard*, a newspaper which some of you at least have heard of before. On the front page of that section the mill men contract by the year for a half page of space which is devoted to publicity along the following lines:

1. To educate the general public and incidentally the workers themselves as to the truth about conditions surrounding the local industries.
2. To promote Americanization

work by enlisting public sentiment in support of it, by pointing out the avenues by which the everyday citizen can help, by encouraging the English-speaking workers to aid those who do not speak the language and by showing them the reason why it is to their interest to do so.

3. To promote industrial harmony between employer and employee by exposing the fallacy of some of the doctrines preached by radical agitators, by showing the loss entailed upon the workers and the public as well as upon the industries, whenever disputes reach the strike stage, and by pointing the way to better methods of adjusting controversies.

4. To educate the public and the worker's mind in the principles of economics and business in order to head off unreasonable or impossible demands before they are formulated, and to show the effect of wage changes and changes in working schedules.

5. To emphasize the interest that the general public has in the action taken by the industries on any of the great economic questions—to show the connection between cost of production and cost of living, and similar problems.

6. To protect the industries from injurious governmental action or to foster helpful governmental action if the situation is such as to require it. For example we have conducted considerable public education in the past on the tariff question and its direct bearing on the textile industry.

While a little leaven may be sufficient in time to leaven the whole loaf, we cannot expect to tear away in a month or a year the prejudice or distrust that was years in building. The effectiveness of our movement is handicapped too in some measure by the fact that industries in other centers are as yet doing little or nothing along this line and we have had the whole weight of radical or destructive propaganda from outside as well as local sources to combat. However, I believe it can be said without any fear of contradiction, that New Bedford's workers are today more conservatively inclined, as a whole, than those of any other textile center, or in fact than those of most other industrial centers—I think there is a more sympathetic reception on the part of the public and the workers, of arguments showing the mill's side of any controversy than there was before the movement was undertaken.

Several attempted strikes during the past year and a half have failed utterly because of a lack of public sympathy or endorsement—a condition brought about by a frank statement from the mills of the fundamental issues at stake, and the refusal of the public to take any stock in the attempted efforts to becloud the issues. Radical agitators have failed time and again to obtain any foothold among our operatives.

Furthermore, the mill workers in New Bedford occupy a place of greater respectability than in most other textile centers and are looked upon in a greater measure than ever before as fully the equal of any other class of workers. The public knows they are getting good wages and they know themselves that they are. The public as well as workers

themselves take a good deal of pride in their splendid working conditions.

Our Americanization work, thanks to the efficient efforts of the local agencies, and possibly also to the aid and co-operation of our publicity movement, has been especially mentioned in the State reports as the most conspicuously successful in Massachusetts. New Bedford accomplished more in the aggregate, according to the latest State report than did Boston despite the difference in the size of the two cities.

The ideas I have outlined here are capable of endless development, but require concerted effort in all of the industrial centers to attain their greatest effectiveness. It is very generally admitted that education offers the only permanent means of solving the problem of industrial unrest. The quickest and most obvious means of promoting education along this line and directing public thinking into helpful rather than harmful channels is through publicity. So long as this publicity is truthful, frank, and backed up by practice, you will find the newspapers, the magazines and all the other publications glad to co-operate with you for the sake of the betterment of the entire community and the enhancement of American prosperity.

Buying Cotton Net Weight.

(Continued from Page 13.)
contract. I have been offered the contract by half-a-dozen firms. If

we spinners can take the matter up with energy, we shall be able to make this thing go. The net weight contract is a great advantage to the spinner, and unless we are firm in our demand for it, we shall never get it brought into general use."

Sir C. W. Macara said: "There is no doubt but that the adoption of the net weight contract would immensely facilitate the better baling of American cotton, which in its present state is a disgrace to civilization. I therefore beg you to give this matter your earnest attention. I do not think anything can be done this season, but in making your contracts for next season I sincerely hope that a considerable amount of cotton will be bought on the net weight contract."

Spinner and Grower Co-operation.

(Continued from Page 9.)

to do the work, co-operating personally with these men and spend enough money to keep their recommendations constantly before the cotton growers and handlers. This kind of work to be effective must be repeated over and over and over again in ways that attract attention, day after day, month after month, year after year. The manufacturers must frankly keep before the people they want to influence that it is not a work of philanthropy, but is done to help the spinners make larger profits.

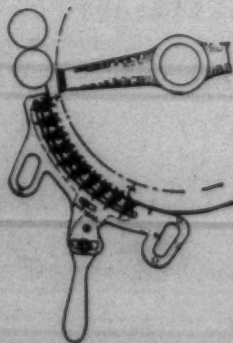
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most manufacturers are adopting, knowing that they will pay for themselves in a short time in the saving of good stock, at high price of COTTON today.

Atherton Pin Grid Bar Company

L. D. ARMSTRONG, President
GREENVILLE, S. C. PROVIDENCE, R. I.

IMPROVING THE COTTON INDUSTRY

In his speech before the National Cotton Manufacturers Association at Boston a few days ago A. A. Talmage said: "Industry has progressed in civilization fully as rapidly as has the public at large. Conditions which prevailed ten years ago would not be tolerated any more by the industrial manager today than they would by his employees.

"But the public as a rule does not know this. It has been having the disadvantageous side of the mill business drummed into its ears for ten years and pictures mill conditions as they were ten or twenty years ago. It pictures the industrial workers toiling in poorly lighted, poorly ventilated depressing surroundings and pities them because of the low wages they get for it and the unhealthy life they have to lead.

"Why not let them know that these conditions have gone never to return? Why not advertise the fact that the interior of the modern cotton mill, for example, is as light and airy and pleasant as their own kitchen, or sitting room, and many times much more so? Why should they not be told the ventilation is better than that of most homes, that the floors are clean, that the workers are surrounded by every convenience for their comfort, that they have rest rooms and recreational rooms, and special attendants to look after their health? Why should not the public know the facts as they are, and realize that the mill workers today have as much opportunity for enjoyment and lead as happy and wholesome a life as those who work in offices or counting rooms or banks, and in very, very many cases get fatter pay envelopes at the end of the week than the bank or office employees?

"You all know that the mill workers never had so much reason to be content as they have today, and the fact that they are if anything more than ever discontented has turned many an industrial manager into a pessimist. The unrest among the workers today is due very largely to the distorted attacks that have been made upon industry, first for political purposes, but more recently by the radically inclined. Most of these attacks have been based on conditions which have long ceased to exist, or if they do exist, are to be found only in very widely isolated cases, but the agitation has been continued long after its cause was corrected, and it has fostered the belief in the minds of the workers that they are still victims of abuse, or injustice. The public also has this idea, and all because industry has not taken means to properly publish the true conditions that do exist."

Is your mill one of the isolated ones which is holding the industry back and giving the agitators a chance to cause unrest among employees? Have you provided your village with modern conveniences beyond reproach? Does it equal the best found in the cities? Do your visitors return to their homes with a new conception of living conditions in a cotton mill village? Have you a plumbing system which provides the essentials and conveniences?

If you haven't all this quit being the isolated manufacturer which is holding the industry back. Consult your plumbing engineer and put in a modern up-to-date sewerage and water system, regardless of cost. It will pay you and remove reproach on the cotton industry.

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THE CAHILL IRON WORKS
Chattanooga, Tenn.

THE LOWRY COMPANY
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The Great "Flu" Remedy PINESOL

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Please ship by freight one barrel Pinesol, and have same followed with tracer. We will appreciate it very much if you will let this shipment come forward right away. For your information will state, that we are getting most excellent results from the use of Pinesol for "flu," and while we are not needing another barrel at this time, we are using every precaution to keep a supply on hand at all times.

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Knit Goods

Philadelphia.—Brokers and manufacturers based on future demand is business agents still admit that any almost at a standstill. Jobbers who have large stocks of summer underwear on their hands find that stocks can be disposed of quite readily when price concessions are made. Overtures to fall business are not listened to enthusiastically by retailers, who seem to think they are justified in hoping at least for some price reductions.

The result is that the retailer's languid attitude is having a deadening effect upon the whole knit goods trade, even down to the manufacturers who are not inclined to stock raw materials at their present prices with few future orders entered on the books. Prices still show no signs of coming down. Manufacturers and retailers have adopted a "J'accuse" attitude toward each other. Mill owners say they cannot possibly hope to make lower price offers with raw materials still high and no reduction in labor demands apparent, although labor for the time is content. They say the retailer might reduce counter prices and still be none the worse for it.

On the other hand retailers cite the continued stock dividend declarations on the part of the manufacturer and say that price reductions, when they come, should emanate from the source of supply. Meantime the finger-pointing continues and prices do not come down.

Reviewing the knit goods market for April a special bulletin of the National Association of Hosiery and

Underwear Manufacturers regards the situation as having shown remarkable strength during a month when, perhaps, there was less buying by distributors than in any similar period in the last fiscal year. The strength of the market, the bulletin contends, was due to the fact that price levels have been on a fair basis of cost of production, from which there could have been no recessions without a sacrifice of manufacturers' profits, which are held to be relatively under those of distributors.

It is pointed out that prices of knit goods have not been disturbed by two strikes of the widest possible ramifications, those of the steel workers and the railway employees; that the nation-wide cry of economy on the part of the consumer has not served to work toward such a curtailment of purchasing as to leave a surplus or shatter prices; that the restrictions placed on working capital by the Federal Reserve Board have resulted in nothing more serious than adding to the perplexities of business, and that, with the jobbing trade co-operating with the consumer for reducing market values, and practically threatening the industry with the necessity for a shutdown of manufacturing plants after completion of orders on the books, prices have continued firm, and demoralization seems as far off as when the unorganized raid on mills began. In the meantime there have been advances in cotton, and yarns in some numbers have gone along.

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highly recommended for light shades as well, and can be used either direct in the dye bath or in the last rinse, or both.

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greatly enhances the shade or color and produces a maximum degree of softness.

Send for barrel on approval with special formula.

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Textile Products Division

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Linker Troubles,

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All Kinds of Warper Troubles

Taken care of by Experts

Cocker Machine and Foundry Company

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Builders of Warpers, Linkers, Ballers, Reels, Etc.

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A GREAT WEIGHTER

Our Talc is air-floated. Its unsurpassed color and high initial retention make it the best quality of any on the market for filler purposes. Its increased use by many of the largest and most carefully conducted mills throughout the country is its best testimonial.

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Less Waste

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for the Sweeping
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in the Spinning,
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Rooms. It soon
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saving of labor and
brooms.

The Yarn Market

Philadelphia.—Cotton yarn spinners are holding prices in what merchants call a very stiff way and are not doing much business for the time being. The mills are comfortably provided with business, and it is rare to find one making concessions. Sales of 2-30s skeins were made this week at \$1.30 a pound for late delivery, running into September, and it is said that some spinners ask as high as \$1.40 for an ordinary Southern grade.

Delays in delivery are bothering consumers of yarns a great deal and have caused them to appear in the markets for early deliveries of yarns long since due and now required. The spot markets are still firm here. Quotations current here are rather under than over what many spinners are asking.

The continued absence of any large arrivals of yarn for dealers' accounts has the effect of keeping prices high and extremely irregular for all counts sought for prompt delivery.

The resulting confusion in prices is made worse by occasional local a local yarn house purchased 50,000 sales from mill stocks. For example pounds of 20s-2 Southern carded warps at 95 cents a pound. This is several cents under the accepted market price. There was nothing

the matter with the yarn. In fact, persons who inspected it asserted it to be some of the finest made in that count. It was originally owned at 80 cents a pound and the only explanation offered for its sale was that the manufacturer had an attack of cold feet.

Transactions of this kind turn up occasionally and when news of them gets about the market experiences adverse effects in the shape of renewed reluctance of buyers to meet higher prices and of the encouragement given owners of other mill stocks to take handsome profits on their yarn and avoid the increasing risks attendant upon turning yarn into goods.

The market would be absolutely at a standstill if it were not for small-lot, spot business. Invoices covering shipments long overdue are arriving here daily, the latest batch being reported as from North Carolina points. Nobody is willing to guess how long it will take the yarns to appear.

In the meantime, prices are constantly becoming more mixed. Southern single warps 10s and 14s, for example, are trading on a higher basis than the corresponding counts of ply yarn, while single 12s, 16s, 24s, 26s and 30s are selling on a par with similar ply counts.



LAMINARS WEAR BETTER

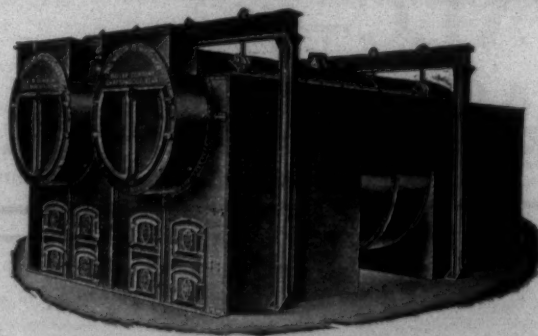
The durability of Laminar mill receptacles is not merely a matter of construction. They are built pretty much as others are built. It's the extra denseness and toughness of the VUL-COT Fibre that gives them their famous wear resistance.

For VUL-COT Fibre cannot rust or dent like metal, though it is as strong—it will not splinter or warp like wood, though it is as light—and it's as smooth as glass and does not roughen with use.

VUL-COT Fibre is a super-development of vulcanized cotton fibre. All these qualities we mention will be apparent to you at once, if you send for samples. You will appreciate why Laminars have been known to give continuous service for over twenty-five years.

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Write us for Prices—Send For our Catalogues.

Cotton Goods

New York.—In the cotton goods markets prices are somewhat softer but there is not much new business coming forward. The jobbers want lower prices for fall and if they hold out of the markets for another six weeks—as they have for the past six weeks—they may accomplish what they are seeking. In the meantime, goods long delayed have begun to move again, and selling agents have no goods accumulating to trouble them. Some reports from export markets are tinged blue while others show that a very steady movement on old orders is going on and some very good direct business is being booked. The figures of sales in some houses in March were substantially increased by the business done in their export departments.

Cotton manufacturers have expected that with a sharp rise in the raw material—as much as 200 points on some of the late months—there should be a further rise in cotton goods prices. Selling agents say further advances are not only unpopular but they cannot be secured from buyers except for famine goods. The market sentiment is against advances at this time, and even if it were not, selling agents can show that the demand has fallen considerably. Trade in print cloths and sheetings is not lifeless, but it very much quieter than it has been for some time past.

The export trade in cotton goods has suffered a setback in consequence of the uneasiness felt in the Far East concerning the future policies of Japanese traders. It is known that goods bought for China shipment are being offered for resale in the local market, and while the quantities are trifling and can be readily absorbed, the incident illustrates the new uncertainty that has come into the business. China has been boycotting Japanese goods for some time, with the result that Japanese goods have accumulated to a point where some are offered for resale here at prices showing a necessity for liquidation. Other export markets are doing a very moderate steady business. In general, the exporters are convinced that the market are due for a readjustment, and they are not inclined to operate save to meet immediate requirements.

Continued interest in any opportunities to sell contracts on staple numbers of print cloths and some sheetings was manifested by some traders. Buyers could be induced to

consider offers of spot goods, but there was a lack of interest in contracts beyond July save in a few instances where bag manufacturers were covering their regular requirements moderately. Prices showed little change from a basis of 25½¢ for 38½-inch 64x60s and 26¢ for late May deliveries of 68x72s. But it was intimated that firm bids might find traders with contracts in hand to sell later deliveries at concessions from this basis, running possibly to 1¢ a yard for September goods. Sheetings were quiet and steady. There was not much business heard of in fine goods, most holders being content to take in anything that comes on and to look for higher prices.

First hands reported spots of 5.50 yard sold at 18¼¢ net. May goods were available at 18¼¢ net. In 31 inch, 5.00 yard, second hand goods for May were said to be still around at 19¼¢ net. In 36 inch, 5.00 yard, 20¼¢ net, was quoted for May. It was stated that second hands had offered 4.70s beginning May, at 21¼¢ net. This construction has been inactive for quite some time. In 56x60 4.00 yard, it was stated that May could be had in second hands at 26¢ net. First hands reported some business in 48 squares, 4.00 yard, for July-August, at 25¼¢ net. In the market, the general idea was that 25¢ net could be done in second hands for fairly nearby goods. Some 36 inch, 3.00 yard for April-May sold at 28¢ net. Some branded 3.00-yard goods in second hands at 27¢ net were reported.

Current quotations follow:

Pr't cloths, 28-in., 64x64s..	17½
Pr't cloths, 28-in., 64x60s..	17
Pr't cloths, 27-in., 64x60s..	16½
Gray g'ds, 38½-in., 64x64s..	26
Gray g'ds, 39-in., 68x72s..	26 a26¼
Gray g'ds, 30-in., 80x80s..	33
Brown sheet'gs, 3-yard	29
B'n sheet'gs, 4-yd, 56x60s..	26 a27
B'n sheet'gs, So. stand	30
Tickings, 8-ounce	55
Denims, 2.20	47½
Stand. staple gingham...	27½
Dress gingham	35 a37½
Standard prints	21

"Bobby," said the minister to a little fellow, aged six, "I hear you are going to school now."

"Yes, sir," was the reply. "What part of it do you like the best?"

"Comin' home," was the prompt reply.

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A new mill now under construction would like to communicate with some mill having 4x8 speeders and 5½x11 slubbers for sale. We would like to buy these for delivery any time before January, 1921. Address New Mill, care Southern Textile Bulletin.

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The Mill Supply Co. Inc
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For Sale.

120 feet 3 inch pipe.
100 feet 1½ inch pipe.
375 feet ¾ inch pipe.
And fittings for Slasher Sizing System.

Approximately:

700 feet 12 inch
175 feet 30 inch
50 feet 36 inch

Galvanized Exhaust Pipe for carrying dust from pickers and Apply Ira R. Hayes, Supt.
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Want two good Jacquard loom fixers for night work, pay \$35.00 per week. Two good fixers for day work at \$32.50 per week. Fidelity Manufacturing Company, Charlotte, N. C.

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1600 Draper Model E Looms 36-inch to 44-inch. Partial delivery could be made at once.
4 H. & B. Slashers.
Address P. O. Box 788, Pawtucket, R. I.

For Sale

9,000 spindle Carolina Spinning Mill Recently appraised at \$44. per spindle, our price \$32.50.

Hunter Machinery Company
Marion, N. C.

Free Service Department

Any mill in need of superintendent, overseer, second hand, loom fixer, card grinder or any class of men other than operatives may insert a notice in this column for two weeks, free of charge. If the name of the mill is not given and the answers come care Southern Textile Bulletin, the cost of stamps used in forwarding replies must be paid by the advertiser.

Wanted.

Capable, experienced lady community worker. Liberal salary to proper party. Pomona Mills, Inc., Greensboro, N. C.

Attention, Selling Agent.

Are you fully satisfied that you are using a correct manufacturing cost? Wouldn't it be wise to employ an expert? Address A. B. C. D., care Southern Textile Bulletin.

Card Grinder.

Want good card grinder for new mill with 34 cards. Pay satisfactory. Address Good Grinder, care Southern Textile Bulletin.

Wanted Band Instructor.

The Erwin Concert Band of Cooleemee, N. C., wants competent and experienced band instructor. Would prefer to get man who works in mill and could instruct band two or three evenings a week. Good money to the right man. Write giving band and mill experience to E. N. Carter, Box 21, Cooleemee, N. C.

Wanted.

A man that can organize and teach a brass band and that can work in the mill. State age, experience, salary expected and work preferred with references. For further information apply to Enoree Mills, Enoree, S. C.

For Sale.

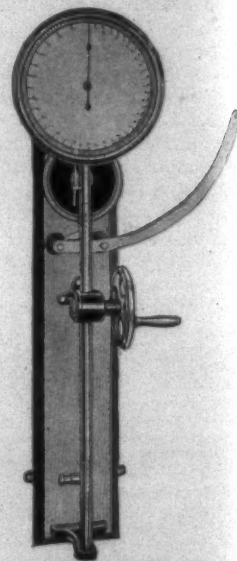
One (1) 8,000 H. P. C. & G. Cooper Company's high and low pressure condensing engine. In excellent condition. Can be seen running. Address, Loray Mills, Gastonia, N. C.

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JANUARY 1920 EDITION

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2—2¼" Draper Twisters, 144 spindles each.
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EMPLOYMENT BUREAU

The fee for joining our employment bureau for three months is \$2.00 which will also cover the cost of carrying a small advertisement for one month.

If the applicant is a subscriber to the Southern Textile Bulletin and his subscription is paid up to the date of his joining the employment bureau the above fee is only \$1.00.

During the three months' membership we send the applicant notices of all vacancies in the position which he desires.

We do not guarantee to place every man who joins our employment bureau, but we do give them the best service of any employment bureau connected with the Southern Textile Industry.

WANT position as overseer spinning by young man. Can furnish good reference from all former employers; have been on present job as overseer spinning five years, but would change for larger job. Experienced on numbers from 3's to 26's warp and hosiery yarn. Address No. 2678.

WANT position as overseer of spinning. Have had eighteen years experience on all grades of cotton yarns. Am 34 years of age. Married and can furnish reference. Address No. 2679.

WANT position as superintendent of yarn mill of from 4,000 to 15,000 spindles. Have had 15 years experience as carder and spinner on fine and coarse yarns and can give good reference from present employer. Address No. 2680.

WANT position as overseer of carding in North Carolina or Virginia on white or colored work. Thirty-four years old and can give good reference. Address No. 2681.

WANT position as superintendent of spinning mill by man with experience on most all kinds of yarns and can furnish excellent reference. Address No. 2682.

WANT position as superintendent of yarn or weave mill of 10,000 spindles or more. Now employed as superintendent and can furnish reference as to character and ability. Address No. 2683.

WANT position as superintendent or carder in large mill. Now giving satisfaction as superintendent of two mills in different cities and on account of having to be away from family would like to make change. Address No. 2684.

WANT position as superintendent, preferably in North Carolina. Must pay at least \$3,500 a year to begin. Have never been superintendent but thoroughly understand operation of mill and can back up statements with doing. Can get production. Address No. 2685.

WANT position as overseer of carding in large mill or carding and spinning in medium size mill. Can furnish good reference. Address No. 2686.

WANT position as superintendent on white or colored work or overseer of large weave room. Have been superintendent for 20 years and can furnish best of reference. Address No. 2687.

WANT position as superintendent or manager of cotton mill in Piedmont Carolina. Can furnish reference. Address No. 2688.

WANT position as overseer of spinning. Now employed as overseer of spinning and twisting and can furnish best of reference. Address No. 2689.

WANT position as superintendent or overseer of carding in large mill. Can furnish reference as to ability and character. Address No. 2690.

WANT position as overseer of carding by experienced mill man now employed but want larger job. Address No. 2692.

WANT position as superintendent or overseer of spinning if salary is large enough. Resigned former place on account of health but now fully recovered and ready to come promptly. Good reference as to character and ability. Address No. 2693.

WANT position superintendent of mill of from 10,000 to 30,000 spindles. Experienced on hosiery yarns and can furnish excellent references. Address No. 2695.

WANT position as carder at not less than \$50 per week. Age 33. Christian. Can

furnish references and will prove ability if given trial. Address No. 2696.

WANT position as superintendent by practical carder and spinner and carder. Just finished correspondence course on weaving. Address No. 2697

WANT position as overseer of spinning. Now employed but want large room. Experienced on long and short staple, fine and coarse yarn, married. Good manager of help and can furnish reference. Address No. 2698.

WANT position as overseer of spinning or superintendent of small yarn mill. Can furnish references as to character and ability. Address No. 2700.

WANT position as overseer of weaving by good man with 31 years experience in mill, 12 as overseer. Prefer white work, on Draper looms. Address No. 2702.

WANT position as overseer of carding in North Carolina mill. Can furnish good references as to character and ability. Address No. 2703.

WANT position as overseer of weaving on Draper looms running sheetings and. Have had 12 years experience in weave room. Now second hand in large mill. Can furnish good reference. Address No. 2705.

WANT position as superintendent of yarn mill or overseer of carding and spinning in large mill. Now employed as superintendent of small mill but wish to make change. 28 years old. Good reference. Address No. 2706.

WANT position as overseer of weaving by man with long experience on ducks, drills, twills, and sheeting. 18 years experience on Draper looms. Married, 39 years of age, and strictly sober. Now employed as overseer but for personal reasons would like change. Address No. 2707.

WANT position as overseer of weaving. Have worked in mill for 27 years and have had 25 years experience as overseer and fixer. Can furnish best of reference. Address No. 2708.

WANT position as overseer of card room by a hustler who can get results. Would take road job on good mill specialty. Address No. 2709.

WANT position as overseer of carding and spinning. Can furnish reference if wanted. Now employed as night spinner but want day work. Address No. 2710.

WANT position as master mechanic in good mill. Excellent references. Address No. 2711.

WANT position as overseer of cloth room by man with 10 years experience. Would not consider less than \$35 per week. Address No. 2712.

WANT position as superintendent of good mill. Long experience and can furnish reference. Address No. 2713.

WANT position as overseer carding by man with long experience on white and colored work. Married man 36 years old. Have had 15 years experience in card room. Strictly sober. Am holding position as overseer in card room at present. No cause for change except want better job. Can give good reference if wanted. Address 2714.

WANT position as overseer of weave room. Good reference as to character and ability. Address No. 2716.

WANT position as assistant superintendent or spinner or carder in large mill. Now employed but would like to change. Address No. 2719.

WANT position as overseer of weaving by married man, age 40. Have been working in weave room for 25 years, 7 years as overseer. Experience on all kinds of looms. Now overseer but want larger room. Address No. 2720.

WANT position as overseer of spinning in medium size mill. Married, 26 years old, 6 years experiences as second hand and night overseer on Nos. from 20s to 100s. Want day job. Address No. 2721.

WANT position as superintendent of large mill. Have had long experience on all kinds of work and can give satisfaction. Address No. 2722.

WANT position as bookkeeper for cotton mill. Experienced double entry bookkeeper and general office man. Good

reference as to character and ability Address No. 2723.

WANT position as superintendent or overseer of spinning in large mill. Have good record and can furnish reference. Address No. 2724.

WANT position as overseer of weave room. Good reference as to character and ability. Address No. 2725.

WANT position as overseer of weaving or second hand in large room with prospects of something better. Prefer good Draper loom job. 23 years practical experience. Address No. 2726.

WANT position as overseer of card room by man with 14 years experience as overseer. Good manager of help. Must be large room or would take superintendents job. Can make change quick. Present location is only reason fro change. Address 2727.

WANT position as superintendent of spinning mill or plain weave mill. Long experience on both carded and combed yarn. Rreference from past and present employers. Address No. 2728.

WANT position as superintendent or overseer of spinning in large mill. 33 years old, married, 12 years as overseer. Bes of reference. Address No. 2729.

WANT position as chief engineer of master mechanic or both. Thoroughly experienced on steam, electric and water. 18 years practical experience and 3 years in college. Address No. 2730.

WANT position as superintendent of yarn mill or overseer of carding. Would consider new mill and take some stock in same. Address No. 2731.

WANT position as superintendent by man with long practical experience and good character. Can produce the goods. Address No. 2732.

WANT position as superintendent by man with experience on all kinds of work. Good manager. Can furnish best of reference. Address No. 2733.

WANT position as overseer of carding in large mill, or carding and spinning in medium size mill or superintendent of small mill that pays fair salary. At present overseer of carding. Good reasons for change. Address No. 2734.

WANT position as superintendent of yarn mill anywhere in South that needs a hustler that can hold help and get results. Now overseer of carding and spinning. Age 35. Address No. 2735.

WANT position as superintendent of yarn mill. Have had experience on various kinds of work and am thoroughly competent. Can hold help and know what production is and can get it. Address No. 2738.

WANT position as master mechanic and electrician. Experienced in all kinds of shop work and power. Good reference. Address No. 2739.

WANT position as carder or spinner in large mill or carder and spinner in small mill. Address No. 2740.

WANT position as overseer of carding by man with experience and ability to get production. Good reference. Address No. 2741.

WANT position as superintendent of ing. Now employed but want to get on combed and carded yarns and weaving. No wemployed but want to get back in Carolinas. Address No. 2742.

WANT position as carder in large mill or carder and spinner in small mill. Good reference as to character and ability. Address No. 2743.

WANT position as overseer of spinning. Married, 33 years old. Good manager of help and a hustler for production. Can get good help and hold it. Address No. 2744.

WANT position as superintendent of weaving or yarn mill, or overseer of carding in large mill. Have been overseer of carding for some time but resigned for good reasons and have reference from all employers. Can come at once. Address No. 2745.

WANT position with progressive mill that has good village and doing welfare work. Now office man doing work from making out pay rolls to financial reports. Have sister who is experienced welfare worker. Would like to locate in Carolinas with large mill keeping up to date in methods and can use

both of us in our respective lines. Willing workers and can give satisfaction and service. Address No. 2746.

WANT position as electrical graduate, 15 years experience installing, operating, testing, inspecting, maintenance and repair of switchboards, generators, motors, speed controllers, etc., selecting electrical equipment, handle labor, all kind wiring work for light and power service. Desire responsible position as electrical engineer, electrical supt. or chief electrical. Married, age 36 years. Employed, but available on short notice. State salary for man competent to take complete charge of electrical department. Address No. 2748.

WANT position as overseer of carding or spinning in large mill or both in small mill or superintendent. Energetic young man with experience in two or three large mills. Good reference. Address No. 2747.

WANT position as assistant superintendent or assistant manager of cotton mill. Have high technical education in textile manufacture and valuable experience in a managerial capacity. Address No. 2749.

WANT position as overseer of weaving or superintendent. Reference as to character and ability. Address No. 2750.

WANT position as superintendent of good mill by man now employed and giving satisfaction but for good reasons wish to make change. Address No. 2751.

WANT position as superintendent or overseer of spinning in good mill in Carolinas or Virginia. Now employed as superintendent in far Southern mill and want to get back near home on account of health. Good reference. Address No. 2752.

WANT position as superintendent of medium size mill. Now employed but wish to change for good reasons. Can furnish reference if wanted. Address No. 2753.

WANT position as assistant superintendent of large mill or manager or superintendent of small mill. Long practical experience and graduate of Ga. Tech of 1911. References from past employers. Address No. 2754.

WANT position of superintendent of either yarn or weaving mill. 39 years of age. Experienced on 8s to 30s. Combed and carded yarns. Can furnish best reference. Now employed would like to correspond with parties needing a good man. Address No. 2756.

WANT position as pay-roll clerk in large textile mill by a young man. Married. With five years practical experience, thoroughly conversant with production records of varied sizes of hank-roving and yarns, can operate a comptometer. Address No. 2757.

WANT position as superintendent of small or medium size yarn mill. I have sixteen years experience as overseer of carding and spinning, twisting, winding, ruling, etc., and have eight years experience as superintendent. I would consider an overseers position. Am experienced on coarse and fine numbers, on white and colored yarns. Can furnish best of reference as to character and ability. I am 46 years old and have a family. Address No. 2758.

WANT position as overseer of weaving in good mill. Now employed and giving satisfaction but want larger room. Address No. 2759.

WANT position as overseer of weaving. Now employed and getting over 100% production with less than 1% seconds. Want larger job and can furnish best of reference. Address No. 2760.

WANT position as superintendent of either yarn or plain weaving mill or as carder and spinner. Am now employed and giving satisfaction and have had long experience on both carding and spinning. Good references. O. dress No. 2761.

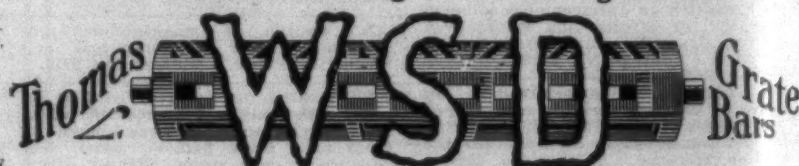
WANT position as overseer of spinning in 30,000 or 40,000 spindle mill. Have had 12 years experience as overseer. 39 years of age, married and can furnish best of reference. Address No. 2762.

WANT position as superintendent, overseer of carding or spinning or both. Good reference as to character and ability. Address No. 2775.

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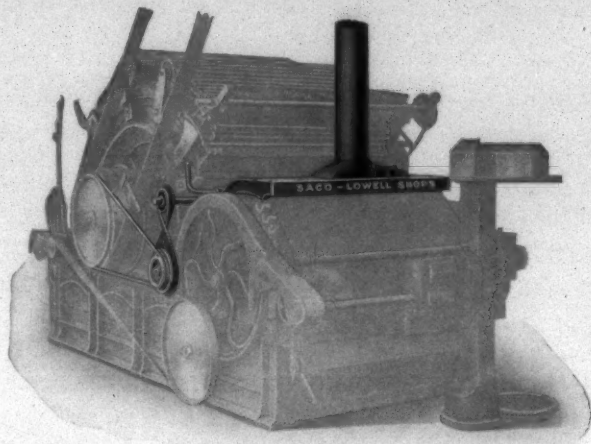
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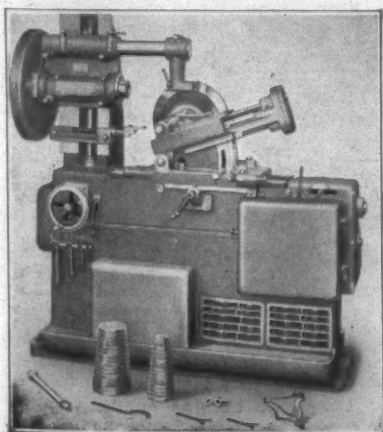
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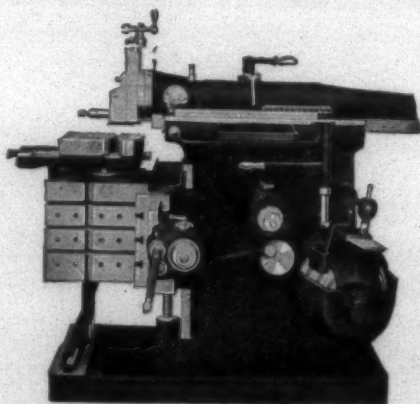
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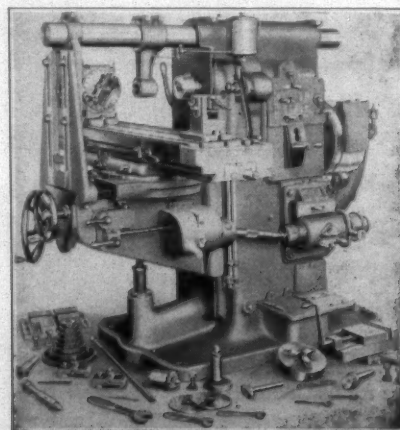
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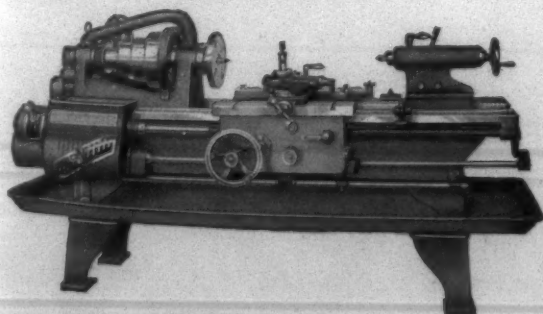
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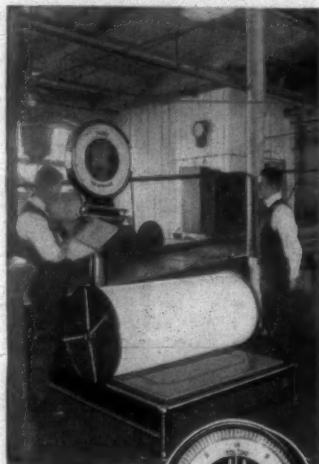
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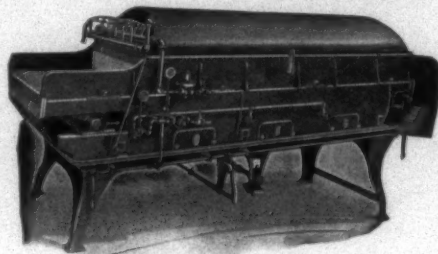
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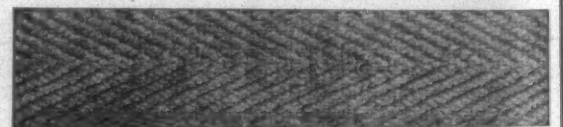
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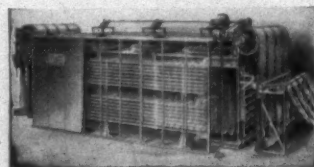
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